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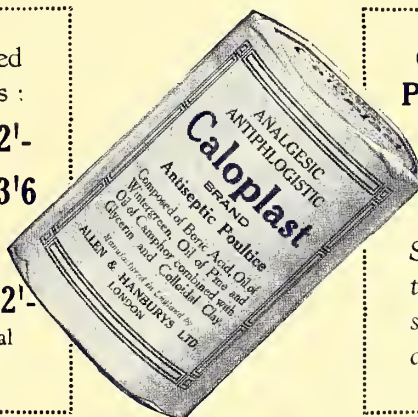
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Authorised.	CAPITAL:	To be Issued.
£2,000,000 in 2,000,000 8 per Cent. Cumulative Participating (up to 10%) Preferred Shares of £1 each	£1,000,000
£250,000 in 5,000,000 Deferred Shares of 1/- each	£250,000
£2,250,000		£1,250,000

No Directors' Fees (save under service agreements) will be payable in any year until the Preferred Shares have received a Dividend of 10 per cent. and the Deferred Shares a Dividend of 25 per cent.

The business of Beecham's Pills and the 944,010 Deferred Ordinary Shares of Veno Drug Company (1925) Limited, to be acquired by this Company, are being sold to it by the Vendor at cost price.

THE CHARTERHOUSE INVESTMENT TRUST, LIMITED,

of 30 and 31, St. Switbin's Lane, London, E.C.4, have been authorised by the Company to receive applications on MONDAY NEXT through the Company's Bankers,

COUTTS & CO., 440, STRAND, LONDON, W.C.2, AND BRANCHES, and

MIDLAND BANK LIMITED, 5, THREADNEEDLE STREET, LONDON, E.C.2, AND BRANCHES,

FOR AN ISSUE OF

1,000,000 8 per Cent. Cumulative Participating Preferred Shares of £1 each at par, and

1,000,000 Deferred Shares of 1s. each, at the price of 1s. 6d. per share.

The Vendor has agreed to subscribe the balance of the Deferred Shares (viz., 4,000,000) at the price of 1s. 9d. per share payable in cash.

Applicants for Preferred Shares have the right to apply for and have allotted to them one Deferred Share in respect of every Preferred Share allotted. Applications for Deferred Shares alone will not be accepted.

Preferential consideration in Allotment will be given to applications received from Wholesale and Retail Chemists and Druggists if made on the special Pink Form Provided.

DIRECTORS :

PHILIP ERNEST HILL, 15, King Street, St. James's, London, S.W.1, Chairman of Taylors (Cash Chemists) Trust, Limited, Chairman.

SIR ARTHUR HAROLD MARSHALL, K.B.E., 19, Wimborne Road, Bournemouth, Chairman of The Charterhouse Investment Trust, Limited.

LOUIS NICHOLAS, F.C.A., 19, Castle Street, Liverpool, Director of Scribbans & Company, Limited.

HENRY GREGORY, "Vyrniew," Talbot Road, Old Trafford, Manchester, Managing Director of Veno Drug Company (1925) Limited.

AUSTIN SCOTT, "Tweed Villa," Laurel Road, St. Helens, Lancashire, Sales Manager of Beecham Estates and Pills, Limited.

CHARLES TAYLOR SCRYMGEOUR, "West Park View," Dunriding Lane, St. Helens, Export Manager of Beecham Estates and Pills, Limited.

The Company has been formed to acquire the business of BEECHAM'S PILLS, founded in 1842, from the 31st December, 1927, and 944,010 of the 1,000,000 Deferred Ordinary Shares of 1s. each, fully paid (being over 94 per cent. thereof), in VENO DRUG COMPANY (1925) LIMITED, which business was formed 2 years ago, thus giving to this Company the control of what is claimed to be the largest group of proprietary medicines in the country. A close co-operation of the two businesses should lead to substantial economies and increase of profits.

Profits of the two businesses, after charging all expenses, including Advertising (with the exception, in the case of the Beecham's Pill business, of £18,000 estimated by the Directors to have been spent in the year to the 30th June, 1927, on the introduction of Beecham's Powders), Patent Medicine Duty Stamps, and Excess Profits Duty, but before deducting Directors' Fees, Income Tax and Corporation Profits Tax, have been as follows :—

BEECHAM'S PILL BUSINESS.				VENO DRUG BUSINESS (AND ITS SUBSIDIARY).			
Year to 30th September,	1917	.. ..	£122,113	Year to 31st March, 1922	.. ..	£70,923	
" " "	1918	.. ..	122,999	" " " 1923	.. ..	83,432	
" " "	1919	.. ..	149,021	" " " 1924	.. ..	123,305	
" " "	1920	.. ..	149,205	Ten months to 31st January, 1925	.. ..	107,340	
" " "	1921	.. ..	161,035	Year to 31st January, 1926	.. ..	122,078	
" " "	1922	.. ..	171,646	" " " 1927	.. ..	103,737	
" " "	1923	.. ..	152,379	equal to an average annual Profit for the 5 years			
" " "	1924	.. ..	141,155	and 10 months of		£105,054	
Nine months to 30th June, 1924	.. ..	162,080					
Year to 30th June, 1925	.. ..	131,928					
" " " 1926	.. ..	154,256					
" " " 1927	.. ..					
equal to an average annual Profit for the 10 years of		£150,494					

On the above basis, after deducting the proportion of profits applicable to prior charges in Veno Drug Company (1925) Limited, the average sum available for the new Company would be £168,953. This sum, after deducting a provision of £6,000 for Directors' Fees of this Company and Central Administration Charges, is sufficient to cover the fixed dividend on the 8 per cent. Cumulative Participating Preferred Shares more than twice, and after providing for the additional 2 per cent. participation of these shares, making 10 per cent. in all, to leave a sum equivalent to 25 per cent. on the Deferred Shares.

Prospectuses and Forms of Application can now be obtained from :

MIDLAND BANK LIMITED, Head Office or any Branch.

COUTTS & CO., 440, Strand, W.C.2, or any Branch.

RICHER & CO., Austin Friars House, London, E.C.2.

FISHE & HORTON, 3, Temple Row West, Birmingham.

CRICHTON BROS. & TOWNLEY, 13, Castle Street, Liverpool.

DIMMOCK & COWTAN, 21, Spring Gardens, Manchester.

KIDSTON, GOFF & CO., 94, Hope Street, Glasgow.

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The Registered Offices of the Company, 55 & 56, Pall Mall, London, S.W.1; and from

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A perfectly pure natural Tonic-Food prepared scientifically under the supervision of experts—An unequalled Reconstituent for both Children and Adults in all cases of weakness or the after-effects of illness.

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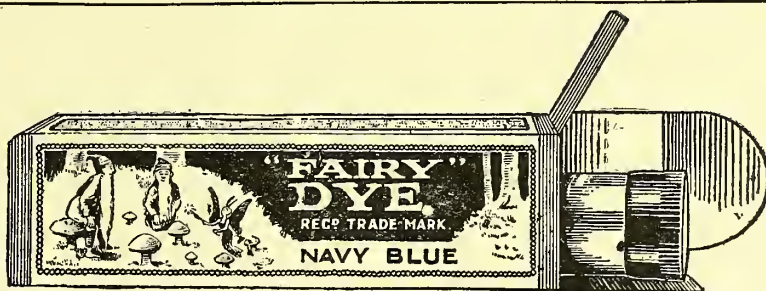
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and they guarantee the rapid profits and satisfaction which the stocking of all "Specialty" products bring to the Pharmacist who is conscious of maintaining his prestige and turnover.

We illustrate specimen packings of "Specialty" Emulsions which are in extensive popular demand.

Send for samples and special prices for contracts to cover your requirements in the coming season.

'Specialty'
products bring
prestige and profit
to your pharmacy

ANGLO-AMERICAN OIL COMPANY, LIMITED.

Specialty Department:

Albert Street, Camden Town, London, N.W.1.

Telephone: Hampstead 8066-7-8.

Telegrams: "Nufinjol, Norwest, London."

For Soap Powders & Creams

Stocking or Selling?

YOUR quatum of business in past years will have shown how unproductive is the stocking of Shaving Brushes against chance enquiry, yet whilst this method is adopted by most traders, it must be realised that a *closer* contact in Selling is vitally essential if the public are to be interested in new purchases.

For years, Shaving Brushes have shaped the same "round-headed" course, even though shaving soaps have progressed and have now evolved a cleaner and speedier mode of application.

During 1928, however, increased publicity will be given the "CALYX" Shaving Brush, the new and patented feature of which is the "dimpled" formation of the brush-head. Individual types of shaving soap can be served better and Massaging rendered easier and more effective by means of the "CALYX" modernised design of Shaving Brush.

The Dimple-Head is unique and non-competitive. It is your NEW-AID to Selling; it is your "key" to moving stocks and increased turnover this New Year. Convert each customer of Powder and Cream into a "CALYX" buyer! These are your customers *immediately* interested in the Dimple-Head; these are the shavers most able to value the *better* way of serving their soap.

Every man is a potential buyer of the new Shaving Brush. Each will appreciate seeing and handling the "CALYX"; all will recognise the Economy and Cleanliness of the Dimple-Head.

"CALYX" sales give 50 per cent. profit on cost. "CALYX" sales ensure *continued* demand for proprietary shaving soaps.

THERE are two grades of "CALYX"—Pure Hog Bristle and Pure Badger Hair. Both are generously sized brushes securely set in registered-type Holders which incorporate a Non-drip Cup.

Robustly moulded, "CALYX" Holders will *not* crack nor deteriorate in use as bone or like substitutes, moreover they are *non-inflammable*.

"CALYX" Shaving Brushes are sold in *SIX* shades of lasting colour. They are die-moulded at their base as illustrated, and this Guarantee is a *permanent* record of Quality and Brand.

Finally, "CALYX" products are **BRITISH DESIGNED** and **BRITISH MADE**, and they are cased hygienically and attractively within transparent tubes. Let the DIMPLE-HEAD and not chance enquiry now control your Selling!



Actual Size.

Pure **BADGER HAIR**
Retails at 12/6

Pure **HOG BRISTLE**
(Round Holder)
Retails at 5/6

CALYX
REGD. TRADE MARK.

157 Stanstead Rd., LONDON, S.E. 23

Scottish Agent - - ALEXANDER'S, Glasgow.

S. Wales Agent - - J. P. WILLIAMS, Newport.

"DIMPLE-HEADED" SHAVING BRUSHES

THINK OF A SLOGAN AND WIN £100

NEW
MIX

EVERYONE can think of a slogan or catch phrase, especially if in constant touch with customers using NEW MIX. In connection with this new line remarks, criticisms, and appreciations are bound to be forthcoming from the public. For example: a customer when buying a second tube said, "NEW MIX will soon be in everybody's mouth."

Every attempt will receive careful consideration, and to be judged on merit alone.

This offer is made exclusively to Retail Chemists and Chemists' Assistants. No entrance fee—no closing date. All you have to do is to send your slogan to the manufacturers, who will, as soon as the slogan is used in either advertisements, folder, booklet, or published in any form whatsoever, send you a cheque for £100.

Watch for our Press advertising so as to spot your slogan when it appears. Also keep an eye upon page 9 each week of this Journal.

CONDITIONS.—All attempts become the sole property of Gilmont Products, Ltd., upon payment of £100 for each slogan published, and entry will constitute an assignment of all copyright. ¶ No correspondence be entered into. ¶ The decision of Gilmont Products, Ltd., must be accepted on all matters as final and legally binding in all respects. ¶ Gilmont Products, Ltd., will not hold themselves responsible for attempts lost or mislaid. Proof of posting will not be accepted as proof of delivery.



GILMONT PRODUCTS, Ltd.
35 CRUTCHED FRIARS, LONDON, E.C.3

The new way
to clean
teeth



facts and figures

'LUTON' STRAW HAT DYES.

The outcome of 30 years' accumulated experience in the manufacture of household dyes. The series comprises all colours and is in demand practically all the year round. They are all highly efficient dyes, and appeal to every woman on economical as well as fashionable grounds. Supplied in full or glossy series.

AURORAL Cold Water Dyes.

Just the thing for Dances, Frocks and Dinner Linen.

Good trade should be done in this line now by recommending it for this purpose to your customers. Recognised as the finest cold water dyes in the world for delicate and costly fabrics. Good results obtained even at the first trial. A certain seller.

HERE are the facts about Whitaker Products. These Products, namely, 'Luton' Straw Hat Dyes, 'Auroral' Cold Water Dyes, 'Luton' Fabric Dyes and 'Velt' are manufactured expressly for sale by Chemists. The inner meaning of this is that each of these products is, and indeed must be, of an exceptionally high-class nature—of guaranteed purity and unquestionable reliability. This being so, they are essentially the best 'lines' for every chemist to stock and they also show him a satisfactory rate of profit.

AURORAL COUNTER CABINET FREE.

On Request with orders for 1 gross Assorted 'Auroral' Cold Water Dyes—the Trade Price for which is £2 8 0 and less 5% Discount if prompt cash payment is made. The Retail value of these Dyes is £3 12 0, so that the transaction shows more than 33½% net profit, or more than 80% on the turnover. Only one Cabinet (which is of a lasting and permanent nature) can be supplied to each customer. The dimensions of the Cabinet are—height of front 13½ ins., width of front 11½ ins., breadth at top 5½ ins., breadth at bottom 10 ins. Send us your order To-night, and the Cabinet with your stock of 'Auroral' Dyes will be sent immediately.

A Swansea chemist writes:—"Very pleased with Cabinet. The firm that puts up its dyes in such a manner that it makes for quick serving deserves the business."

ALL CASES AND CONTAINERS FREE.

WHITAKER & CO., Dye Specialists for Chemists, KENDAL

Telegrams: "Dulleite, Kendal."

(Established 1878.)

Telephone: 214.

London Office
and Showrooms:

16-18 BEAK ST., REGENT ST., W.1.

Telephone:
Regent 3525

'LUTON' HOT-WATER FABRIC DYES

The best hot-water dyes for all materials, giving perfect results with the minimum of trouble. As with all other Whitaker products, they show a good profit.

VELT The New Cleaner.

A cleansing preparation for removing stains, grease, dirt, etc., from clothes, upholstery, curtains, etc., and renovating them. VELT is a non-inflammable liquid and is supplied in screw tins, of which three dozens are contained in an attractive casket. A new Whitaker product, but nevertheless one which is already selling well. It is now available in 5-oz., 10-oz. and 20-oz. tins for the convenience of bigger users.

Maw's



Page

Sell Maw's Inhalers during the bad weather.

The worst months of the year are taking their usual toll of the public health: coughs, colds and attacks of influenza are rife. Now is the time to introduce Maw's inhalers to your customers.

Maw's inhalers provide a range of reliable goods selling at reasonable prices and yielding a generous profit. Those listed below are especially popular.

No.		Per doz.
4/3171	Maw's Menthol, each in box	8 3
4/3172	Ditto, Pocket, each in box	7 6
4/3172A	Ditto, complete with inhalent in box ..	16/-
4/3173	Ditto Vest-Pocket, each in box	4 6
4/3173A	Ditto, ditto, M.P. (Menthol and Pine)..	6/-
4/3174	Menthol, each in metal case	8/-
4/3174A	Ditto, Compound Menthol, in card case	5 6
4/3174B	Bottles of inhalents—Menthol, Eucalyptol and Pine for re-charging any of the above Inhalers	6/-

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.



GOODALL'S

for

WATERGLASS

BECAUSE we have now for a number of years specialised in the economical packing of Waterglass, in putting it up handsomely; in providing the material for you to advertise it strongly; and in offering it at a price more than competitive, we suggest that, before you buy anywhere else in the country, you get GOODALL'S price.

Think of the Pack:

So critical are people to-day that things that don't look thoroughly good won't sell. But GOODALL'S Waterglass packs are perfectly designed—and one strictly reserved to pharmacists. We use solid lever-lid tins only; they can't tarnish; they don't show age, so that if (though this is unlikely indeed) you don't sell this season's purchase this year, the pack will be as fresh as paint in the spring of 1929.

Think of the Show Material:

From all over the country our customers have written to thank us for our show material, and to tell how effective it has been. We send you not only the usual small cards but also a folding window-screen (with real coloured photographs of Prize poultry) so that with the slightest of trouble you can make a show that will pull-up every housewife and every poultry keeper who passes your window.

Think of the Quality:

Except from the one in a million who expects an ounce of Waterglass to do the work of a pound, we have never had the slightest complaint with regard to our Waterglass—it is standardised and unchanging. That reliability our packs transfer to you. And that is worth while, for the woman who puts down a pound's worth of eggs in Waterglass does not easily forget the supplier if they are spoiled,

—And then you'll see you'll do well to

Let GOODALL'S Quote.

GOODALL, BACKHOUSE & CO., :: LEEDS

Our
1928

Window Display
of

LIVERPOOL VIRUS

is the talk of the colorprinters
Make it the Talk of the Town!

supplied free for a

WINDOW SHOW

E. S. L. & W. Ltd.





We make

GLASS BOTTLES OF EVERY DESCRIPTION

(Hand or machine made)

Ask us to quote for

**EMULSION,
EMBROGATION,
DISPENSING,
FEEDING BOTTLES.**

&c., &c.

Immediate delivery of well made, perfectly finished bottles at competitive prices.

Wholesale Only.

BUY BRITISH BOTTLES !

Regd. Office:

**Albert Glass Works,
HUNSLET, LEEDS.**

Tel. Address:

Tel. Nos:

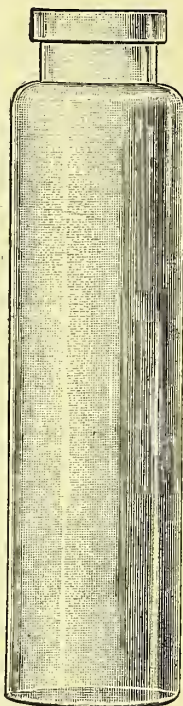
" Feeders Phone Leeds. 27047, 23080 Leeds

DOUBLE VV BRAND

VIALS

*British made on British Machines.
NOT MOULDED.*

Accurately made with Flat Bottoms.



Enquiries Invited.

GLASS PRODUCTS LTD.

125 High Road, E. Finchley,
London, N.2.

Tel. No.: Finchley 3244.

**SCIENTIFIC
MEDICAL &
SURGICAL**

*Wholesale
& Export
only*

GLASSWARE

Shields, Eye & Nasal
Douches, Syringes &
Laboratory Glassware.

**FOREIGN COMPETITION
FULLY MET.
INQUIRIES INVITED.**

H. J. POULTEN, Glassblower
47a REGINALD ROAD, FOREST GATE, E.7

'Phone: MARYLAND 3759.

VISKAP The
BOTTLE ORIGINAL-BEST
(APS) and
ONLY BRITISH MADE.

SELF-FIXING, HERMETIC,
TRANSPARENT, OPAQUE, COLOURED

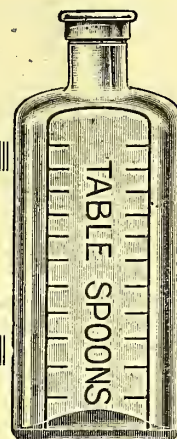
IMMEDIATE DELIVERY

FROM THE MANUFACTURERS:

VISCOSE DEV.CO LTD. BROMLEY KENT.

**AYRTON
SAUNDERS
& CO. LTD.**
LIVERPOOL, Eng.

FACSIMILE PAGE
from AYRTON'S New Price List
"BOTTLES for PHARMACISTS"



Dispensing

"N.H.I." BRAND

A fair quality green bottle, suitable for all N.H.I. dispensing.

Ex Stock ..	per gross	¹ 12/6	^{1½} 12/9	² 12/9	³ 14/6	⁴ 15/-	⁶ 15/6	⁸ 15/6	¹⁰ 20/6	¹² 24/9	¹⁶ 30/0	20 OZS. 37/0
Original Crates*	"	10/6	11/0	11/3	12/6	13/0	14/9	14/9	18/0	21/6	27/0	32/0

CRATES are charged at cost price, 5/6 each, and credited on return.

NAME PLATES supplied for 6 oz. and 8 oz. sizes only at 5/0 each size.

"E.D." BRAND

A good quality pale green bottle, suitable for everyday requirements.

Ex Stock ..	¹ 14/9	^{1½} 15/0	² 15/6	³ 16/6	⁴ 16/6	⁶ 17/0	⁸ 17/0	¹⁰ 22/0	¹² 24/0	¹⁶ 30/0	²⁰ 39/0	²⁴ 46/0	³² 60/0	40 OZS. 66/0
Original Crates*	12/3	12/6	12/9	13/9	13/9	15/6	15/6	18/6	21/0	25/0	33/0	38/0	49/0	55/0

Per gross.

CRATES are charged at cost price, 2/6 each, and credited on return.

NAME PLATES supplied for all sizes at 5/0 each size.

"BRILLIANT" BRAND

Quinine tint bottle of the finest quality, suitable for high-class dispensing.

Ex Stock ..	per gross	¹ 18/6	^{1½} 18/6	² 18/9	³ 21/9	⁴ 23/9	⁶ 27/0	⁸ 28/0	¹⁰ 36/0	¹² 39/0	¹⁶ 48/0	20 OZS. 54/0
Original Crates*	"	17/6	17/6	17/6	20/6	22/0	25/0	26/0	33/6	36/0	43/0	50/0

CRATES are charged at cost price, 2/6 each, and credited on return.

NAME PLATES supplied for all sizes at 5/0 each size.

WHITE FLINT, Second Quality

A good white flint machine-made dispensing bottle made in Yorkshire.

Ex Stock ..	per gross	² 15/9	³ 17/6	⁴ 17/6	⁶ 18/9	⁸ 18/9	¹⁰ 25/0	¹² 26/6	¹⁶ 31/6	20 OZS. 42/0
Original Crates*	"	13/0	14/6	14/6	15/6	15/6	21/0	22/0	26/0	35/0

CRATES are charged at cost price, 2/6 each, and credited on return.

These bottles cannot be lettered with buyers' name.

WHITE FLINT, U.G.B., Best Quality

The well-known "U.G.B." Brand. Machine-made of finest white flint, and guaranteed accuracy and uniformity.

Ex Stock ..	per gross	¹ 14/0	² 15/0	³ 16/0	⁴ 18/0	⁶ 20/6	⁸ 21/6	¹⁰ 27/0	¹² 31/6	¹⁶ 35/0	20 OZS. 45/0
Original Crates*	"	13/6	14/6	15/0	17/0	19/6	20/6	26/0	30/6	34/0	43/0

CRATES FREE when sent direct from works.

These bottles cannot be lettered with buyers' name.

WASHED AND PAPERED 2/0 per gross extra.

* ORIGINAL CRATES contain five gross one size or assorted.

THERMOGENE

MEDICATED WADDING

- yields 32 $\frac{1}{4}$ % profit on Selling Price—*see terms below*
- extensively advertised
- always in demand
- makes a good display

How are your stocks?

BONUS WINDOW DISPLAY TERMS for THERMOGENE

APPLICABLE ONLY TO ENGLAND, SCOTLAND AND WALES

Carriage paid to destination.

Containers supplied free.

Net Cash in 30 days

Standard Assortments	Contents (without bonus) Dozens		Bonus Dozs. (enclosed in container) 1/3 size only	Costs You			Yields		Total Profit	Percentage of Profit on buying price	Percentage of Profit on selling price	NET Cost per Dozen (to nearest fraction)	
	1/3 P.A.T.A.	3/ P.A.T.A.		£	s.	d.	£	s.				1/3	3/-
AS	6	—	—	3	8	9	4	17	6	1	8	10/7	—
BS	4	—	—	3	13	0	5	3	6	1	10	10/7	—
CS	6	—	—	4	1	2	5	15	6	1	14	10/6 $\frac{1}{2}$	25/5
XS	—	1	—	4	1	2	5	15	6	1	14	10/6 $\frac{1}{2}$	25/4
KS	12	3	—	6	13	0	9	15	0	3	2	10/2 $\frac{3}{4}$	24/10 $\frac{1}{2}$
LS	8	—	—	7	1	10	10	7	0	3	5	10/2 $\frac{3}{4}$	24/7 $\frac{1}{2}$
MS	12	1	—	7	16	6	11	11	0	3	14	10/1 $\frac{1}{2}$	24/7 $\frac{1}{2}$

ABOVE TERMS ARE CONDITIONAL ON A 14 DAYS' WINDOW DISPLAY BEING GIVEN

THE THERMOGENE CO., Ltd.
LEVER HOUSE,
VICTORIA EMBANKMENT, LONDON, E.C.

MORE
SALES

MORE
PROFITS



A Comprehensive Advertising Scheme

COMMENCING with this week, "Vapex" advertisements will appear regularly in the following national daily papers—

Daily Express

Daily News

Westminster Gazette

Daily Chronicle

At the same time a number of periodicals will be added to the list of "Vapex" advertising media, which will now include over fifty influential journals, e.g.—

**Punch, Spectator, Tatler, The Tablet, Sphere,
Woman's Pictorial, The Graphic, John Bull,
Tit-Bits, Woman's Journal, Nash's Magazine,
Good Housekeeping, etc.**

The combined circulation of the journals is 8,000,000 per issue.

Will you please look to your stock of "Vapex" so as to be ready for the increased demand. Reap the benefit of this extra publicity by showing the "Vapex" counter card and window bill, copies of which are included with all orders.

To EXPORT BUYERS:—All orders and enquiries should be addressed to our Sole Export Agents
Wm. ALFRED JONES, Ltd., West India House, Maryland Street, Liverpool

THOMAS KERFOOT & CO. LTD.
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1797.

C/275

COPYRIGHT

EVERY Chemist can make £5 to £10 a week out of ASPRO. No effort or time required — just put in an ASPRO Window Display



**WRITE
FOR THIS
FREE DISPLAY
TO-DAY**

**LOOK WHAT
CHEMISTS SAY**

goodwill of about £10,000,000 worth of advertising yearly. ASPRO is perhaps the best demonstration of this principle that England has seen. ASPRO spends £200,000 a year in advertising and is increasing its appropriation as sales grow. The chemist who places the ASPRO Window Display in his window gets the benefit of the advertising just the same as if his own name appeared in the advertisement. Demonstrated results are always better than statements, so we herewith give copies of letters received from chemists who are featuring ASPRO Window Displays. They tell their own story.

Messrs. Gollin & Co. Pty. Ltd.

Dear Sirs,—I have pleasure in enclosing for your inspection a photograph of ASPRO display. This display has been entirely successful except winning a prize in the competition which is yet to be judged. Apart from that I am well pleased with the results. Taking into consideration that ASPRO is extensively advertised and has become a household word with people, I think that when I state that the sales almost doubled themselves that this fact is worth recording. Over and over again they are being bought by those who have once taken them. This in short is eloquent testimony of their worth. That they do what you claim I have no doubt, and however critics may argue their composition ASPRO remains pre-eminent, or, as I show in the window, "the best by every test." Faithfully yours—

P.S.—In fairness to ASPRO I should state that ASPRO Customers are frequently customers for other goods. *Verb. Sap.*

Gentlemen,

Nov. 18th, 1927.

I shall be pleased to receive special show matter for the John Bull Competition AT ONCE as I am going to give your goods a show.

My sales this year so far have averaged about 1 gross a week, not bad for a retail shop. Previously I did not sell 2 gross bottles of Aspirins a year.

I trust, however, the window display will improve sales to our mutual advantage.

Yours truly, ———

BOW.—The sales have doubled.

ASPRO consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents: **GOLLIN & Co. Pty. Ltd. (Aspro Dept.), SLOUGH, Bucks.**

No proprietary right is claimed in the method of manufacture or the formula.

'Phone: Slough 608.

EDGWARE.—The window has proved a good selling one as it has raised the sales of ASPRO from 1 dozen to a gross (during the fortnight the window was in) counting two small ones as one big one, and is still selling them. This speaks for itself.

TOTTENHAM, N.15.—We are pleased to say that the display, coupled with the extensive and powerful advertising of the product has created quite phenomenal sales, probably three times as much as normal being sold.

WOKING.—The sales of this article went up 50%.



THE "FORM" OF Roboleine

THE FOOD THAT BUILDS THE BODY

warrants your support. Consider its
ethical nature; its ever-increasing
prescription for over 20 years; its
non-stop advertising; its power
to create goodwill for you.
Consider these things
and back your
judgment.



Write for
particulars of
Generous Window Display Terms.

OPPENHEIMER, SON & COMPANY LTD.
179 Queen Victoria Street, London E.C. 4.

Manufacturers of "Maglactis," the Pure Hydrate of Magnesia with the continuous action

O. & S.



Schimmel & Co.

A.G.

EXTROLS

"Extrols" are of great assistance and importance to Perfumers by combining all the advantages and eliminating all the disadvantages encountered in using Essential Oils and Extracts.

Samples and literature gladly supplied.

Rose	Storax	Mastix	Hyacinth	Mignonette
Violet	Vetiver	Olibanum	Jasmine	Balsam Tolu
Cedar	Labdanum	Opopanax	Ylang-Ylang	Benzoin Siam
Clove	Libanotol	Cassie	Lavender	Orris
Sandalwood E.I.				Patchouly

Sole Distributors for United Kingdom:

Messrs. FREDK. BOEHM, LTD., 17 Jewry Street, LONDON, E.C.3.

Scottish Office: 140 West George Street, GLASGOW.



MOHAWK BRAND OIL PEPPERMINT

IT IS OUR AIM to keep MOHAWK BRAND in its present eminence as the highest standard of Peppermint Oil. Unsurpassed purity and delicacy of flavour.

Single or Redistilled qualities in 28-lb. tins or 20-lb. tins. Smaller packages if desired.

For samples and quotations, spot or forward, please apply to sole agents for Great Britain and Ireland:

**The Old Strand Chemical and Drug Co.
LIMITED**

Audrey House, Ely Place, London, E.C., England

Telephone: Holborn 6749.

MAGNUS, MABEE & REYNARD, INC. NEW YORK U.S.A.

"SUCCESS EXTRAORDINARY"

THE ROMANTIC STORY OF
THE METEORIC CAREER

ENJOYED BY



PERFUMERY SERIES

TOLD IN THREE LINES

THESE 3 COLUMNS

(Representing the Sales figures
for the past three Seasons)

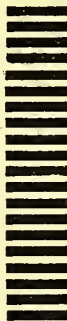
GRAPHICALLY ILLUSTRATE
THE

**PROGRESSIVE POPULARITY
OF THIS CHARMING
SERIES.**

1925



1926



1927



MORAL FOR 1928 :

Follow "Success"

Make *Jane* your feature Perfumery Series this year
and be assured of meeting the POPULAR DEMAND.

Send P.C. for Best Terms, showing 66 per cent. PROFIT on cost.

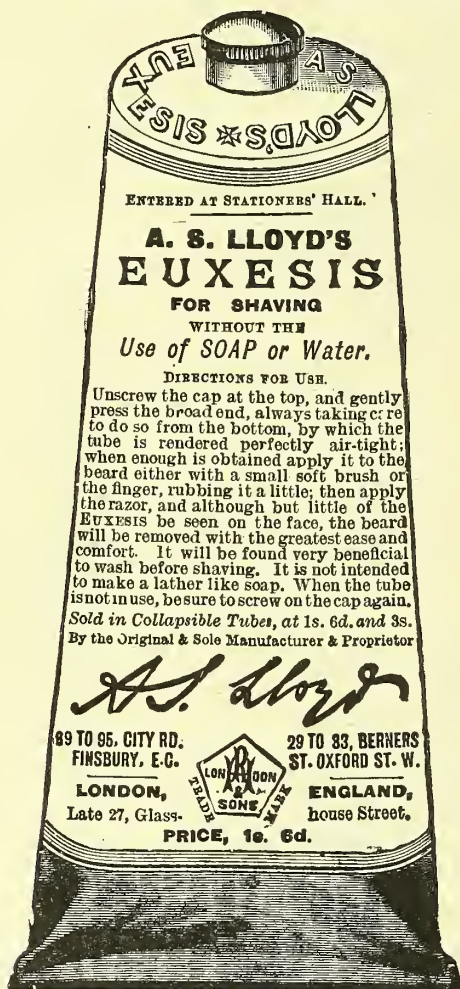
SPECIAL FEATURE DISPLAYS AND DEMONSTRATIONS BY ARRANGEMENT.

SAVILLE PERFUMERY LIMITED, Junction Laboratories, WATFORD, Herts.

A. S. LLOYD'S EUXESIS

(THE GENUINE).

For Shaving without Soap, Water, or Brush.



Sold by all Perfumers and Chemists throughout the world.

R. HOVENDEN & SONS having purchased, under an administration suit, the business of the late A. S. LLOYD, with the Receipt, Trade-Mark, and Goodwill of the celebrated Euxesis, the Trade are cautioned that the original and genuine Euxesis is now manufactured at our Factory ONLY and may be obtained at either of our Warehouses.

PRICES ON APPLICATION.

NOTICE.—THE GENUINE A. S. LLOYD'S EUXESIS bears a label printed in **BLACK** only on a **Yellow** ground, with our Trade Mark at the bottom, as Illustration.

Proprietors: R. HOVENDEN & SONS, LTD.
LONDON: 29-33 Berners Street, W.1; and 89-95 City Road, E.C.1.

DEARBORN (1923) LTD.

37 Gray's Inn Road, London, W.C.1

Toilet Specialties.

	Price per doz. to Retailer	Selling Price P.A.T.A.
PILENTA SOAP ..	10/-	1/-
A complexion soap.		
PROLACTUM ..	10/-	1/-
For the lips.		
PARSIDIUM JELLY ..	10/-	1/-
For wrinkles.		
ALLAGITE OF ORANGE BLOSSOM ..	22/6	2/6
A dressing cream.		
BORANIUM ..	22/6	2/6
A hair tonic.		
CLEMINITE ..	22/6	2/6
For a face lotion.		
COLLIANDUM ..	22/6	2/6
For a face tiut.		
PERGOL ..	22/6	2/6
A deodorant.		
TEKKO PASTE ..	22/6	2/6
Camphor cream.		
STALLAX ..	13/6	1/6
For a shampoo.		
JETTALINE ..	22/6	2/6
For clearing the skin.		
PHEMINOL ..	31/6	3/6
A depilatory.		
MENNALINE ..	36/-	4/-
For the eyelashes.		
MERCOLIZED WAX ..	36/-	4/-
A face cream.		
STYMOL ..	18/-	2/-
For oily complexions and blackheads.		
SILMERINE ..	31/6	3/6
Hair-curling fluid.		
BARSYDE ..	36/-	4/-
Dandruff eradicator.		
TAMMALITE ..	22/6	2/6
For grey and faded hair.		
LIQUID PERGOL ..	22/6	2/6
To check excessive perspiration locally.		
BICROLIUM ..	31/6	3/6
For whitening the hands.		
COCONOIDS ..	18/-	2/-
For figure development.		
SIPOLITE ..		
A new depilatory.		

The Products of

Messrs. PARKER, BELMONT & CO.

CLYNOL BERRIES ..	36/-	4/-
For obesity.		
SOFT PALERIUM ..	58/6	6/6
For wrinkles.		
LIQUID NAIL POLISH ..	45/-	5/-
Brilliant and lasting.		
	10/-	1/-

Stocked by ALL Wholesale Houses.

FOREIGN AND COLONIAL DEPÔTS AND AGENCIES.

South Africa: LENNON, LTD., Cape Town, etc.
SIVE BROS. & KARNOVSKY, LTD., Johannesburg.
India: FRAMJEE & SON, Bombay.
A. L. CHOUDRY, Calcutta.
New Zealand: SHARLAND & CO., Auckland and Wellington.
Holland: N. V. v/h HENRI SANDERS, Amsterdam.
Denmark: KARI, SCHULTZ & CO., Copenhagen.
Sweden: ENEQUIST HOLME & CO., A/B, Stockholm.
Irish Free State: MAY, ROBERTS & CO., LTD., Dublin.

A. S. LLOYD'S EUXESIS.

For Shaving without Soap, Water, or Brush.

Now on P.A.T.A.

Minimum Retail, 1/6 and 3/- per tube.

CAUTION.

The Labels on GENUINE EUXESIS bear two signatures—
A. S. Lloyd in Black Ink, and that of his Widow,
Aimée Lloyd, in RED. Refuse any other.

Sole Manufacturers
and Proprietors :

AIMÉE LLOYD & CO., LTD.

23 PANTON STREET (formerly named Spur St.), HAYMARKET, LONDON, S.W.

N.B.—When ordering from Wholesale Houses write LLOYD'S EUXESIS (WIDOW'S).

Assist British industry by recommending the
'WATTS' Sheffield-made Safety Razor Blade,
the blade of super-keenness.



3/6
per doz.
allowing
50% PROFIT
on cost for
the dealer.



Sole Manufacturers: **JOHN WATTS,**
Dept. 3, LAMBERT WORKS, SHEFFIELD.
London: 18 SOHO SQ., W.1. 'Phone: Gerrard 1306.
Established over 150 years.

A counter display will help.

A user writes: "Can't understand
people buying foreign blades when
such as yours are obtainable."

**12 Perfect Blades
in Every Dozen**

For Gillette-type and
Autostrop-type holders

Distinction

THE distinctive features of Armand
Toilet Aids win the admiration of
all who try them.

The distinctive touch of Cold Cream in
Armand Powder and Rouge and ex-
ceptional quality of Armand 3 Creams
never fail to appeal—and bring repeats.

You can recommend ARMAND with
every confidence under our guarantee
of money refund if not satisfied.

For you there is a distinctive profit
on every

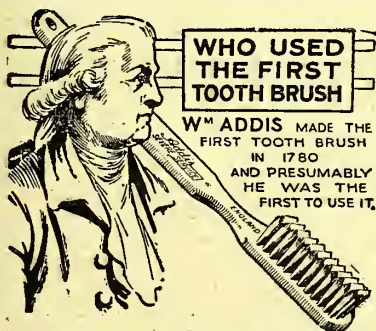
Armand

sale of practically 6d. in the 1/-.

ARMAND general advertising is in-
creasing the demand for Armand Toilet
Aids. It will pay you to take a dis-
tinct interest in ARMAND sales by
displaying and recommending these
excellent products whenever possible.

Price List and further
particulars on application.

FLORIAN & ARMAND, LTD.
Queensway, Ponders End,
Middlesex.

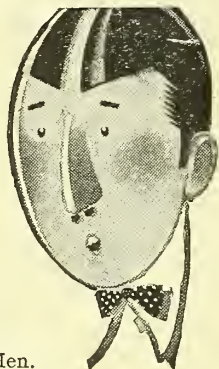


Ask your Chemist
or at any Branch
of **BOOTS** for an
ADDIS Tooth
Brush, "PRO-
PHYLACTIC"
or "SEVERE
SERVICE" and
benefit by our
century and a half
of invention and
manufacturing
experience.

ADDIS
BRUSH WORKS, HERTFORD, ENGLAND.

This fellow starts a big new selling Campaign for Myatt Blades

Above is one of the Daymark Men. You'll meet them in every important newspaper and magazine this year in the biggest publicity campaign we have ever launched. This new scheme means profitable business to every Myatt dealer. See that you benefit to the full, make sure your stocks are ample. Your Wholesaler can supply.



5
blades
1/3
less 33 1/3%.

MADE IN
ENGLAND.

MYATT

PATENT DAYMARKED

Blades

W. J. MYATT & CO. LTD., Argent Works, Birmingham.

SELL BRITISH BRUSHES

and take no risks

TOOTH BRUSHES

Sterilised.	Secure Bristles.	Wire Drawn
	Per dozen.	Each
SUPER QUALITY	14/-	Retail at 2/6
BEST QUALITY	11/-	" 2/-
SECOND QUALITY	9/-	" 1/6
POPULAR QUALITY	7/6	" 1/-

Sample order of 1 gross assorted stamped with NAME & ADDRESS } £6

DENTAL PLATE BRUSHES

12/- 14/- 16/- per dozen.

TWISTED WIRE DENTAL PLATE BRUSHES

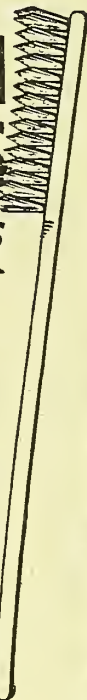
14/- per dozen.

Actual Manufacturers—

RIGBY BATTCOCK Ltd.

Mount Pleasant Works, Upper Clapton' LONDON.

Showrooms: 28 Museum Street, London, W.C.2



PENNIES

FROM
CUSTOMERS
MEAN

POUNDS

FOR YOU
WITHOUT
ANY TROUBLE.

Costs £24 and goes on paying for itself over and over.

This machine can be placed in the smallest compass, and can be moved about easily. It weighs up to 24 stone.

JUST ASK US FOR DETAILS YOU WILL NOT REGRET IT.

Hire Purchase Terms can be arranged.

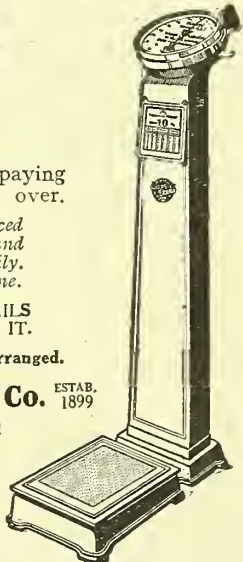
Shefras's Novelty Co. ESTAB. 1899

2, 4, 6, Cambridge Road
London, E.1.

Phones: East 5143
East 1277

Wires: "Gymozzelos, Edo"

PERSONAL
WEIGHING
MACHINE



GREY HAIRS

← appear just here.

TOUCH THEM UP WITH TATCHO-TONE

and they will instantly recover their natural shade. Medical Guaranty with each bottle. Chemists' Prices 2/6 and 4/6

TATCHO-TONE CO., 5 Great Queen Street, London, W.C.2

Trial Price

8^d

Post Free

PASTA MACK

A Delightful Necessity.

For BATH & TOILET

Refreshes and Perfumes the Skin.

PASTA MACK 3/6 size 28/- per doz. Boxes (Each containing 8 Large Tablets).

2/- size 16/- per doz. Boxes (Each containing 8 Small Tablets).

Agents: WM. EDWARDS & SONS, 14-18 Nile Street, City Road, London, N.1.

*Phone Clerkenwell 5230, 5231, 5232.

Makers: H. Mack Sncrs.; Ulm O/D.

POWDER PUFFS



*Latest
Novelties*

**WILLIAMSON
BROS. LTD.**

177 SOUTHWARK
BRIDGE RD., S.E.1

Hop 3419

Let me tell you

about my big

BUTYWAVE

GIFT SCHEME



2 Parcels

A		£	s.	d.
6 doz. 6d. Butywave				
Shampoos at 4/-	1	4	0	
Bonus: $\frac{1}{2}$ doz. Shampoos				
Less 10 per cent. ...		2	5	
NETT COST ...	1	1	7	
SELLS ...	1	19	0	
PROFIT ...		17	5	

B		£	s.	d.
4 doz. 6d. Butywave				
Shampoos at 4/-	16	0		
Bonus: 4 only 6d.				
Shampoos				
$\frac{1}{2}$ doz. 1/9 Butywave				
@ 16/-	8	0		
Less 10 per cent. ...	1	4	0	
NETT COST ...	1	1	7	
SELLS ...	1	16	6	
PROFIT ...		14	11	

FIRST of all, however, a word of thanks to my brother pharmacists for their assistance in placing my Butywave Shampoo on the market against keen and heavy competition. The business has been built steadily and surely. The yearly consumption of Butywave Shampoo now runs into millions—abroad as well as at home.

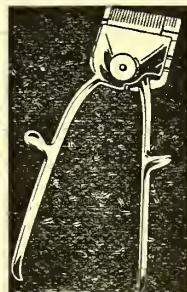
My new gift scheme—**free gifts to every regular user**—will boost the sales still more. The full list of gifts with illustrations are contained inside all the new stock of Butywave Shampoo, and big press and magazine advertising is telling millions of women all about it. **Butywave is the first Shampoo to offer such a free gift scheme**, and it is bound to prove a big sales factor. I confidently expect that 1928 business will be doubled. **I am out to do it.**

During February only

My Free Gift to You

**1×5/- 0000 best quality Nickelled
Plated Hair Clipper.**

Kindly place on show for a few days to illustrate one of our Free Gifts to Butywave users, then it can be taken into stock.



Retail Price 5/-

It costs you nothing.

Kindly mention whether you prefer it charged direct to you or through your usual wholesaler.

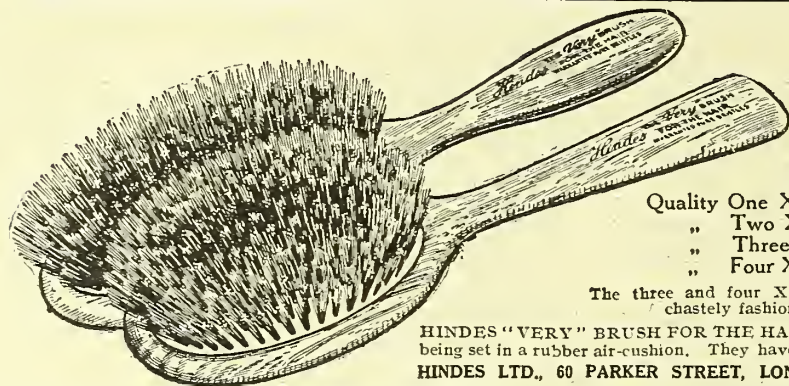
ORDER FORM.

To **W. FLETCHER, M.P.S., The Butywave Co., 10 Tachbrook Street, S.W.1.**

Dear Sirs—Please send at once (carriage paid) Butywave Bonus Parcel A—B (strike out parcel not required) and Free Hair Clipper, with Display Card.

Signed.....

Address.....



HINDES "VERY" HAIR BRUSH

Quality One X	Sold at 7/6d. each.	TRADE PRICE 33 1/3%
" Two XX	" 10/6d. "	
" Three XXX	" 15/- "	
" Four XXXX	" 18/6d. "	

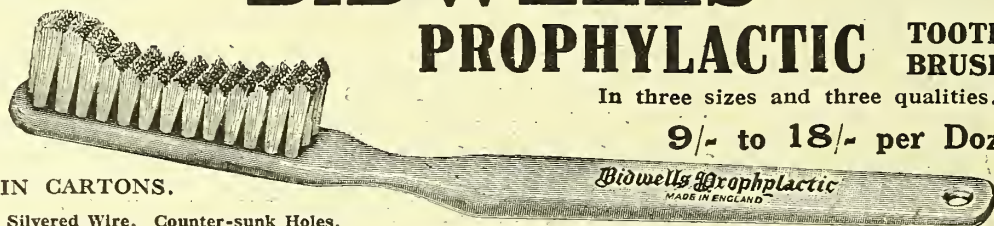
The three and four XXXX grade is made in Ebony or Rosewood, chastely fashioned in both oval and circular bodies.

HINDES "VERY" BRUSH FOR THE HAIR is guaranteed pure bristles, the multiple tufts being set in a rubber air-cushion. They have been known to the trade for nearly 40 years
HINDES LTD., 60 PARKER STREET, LONDON, W.C.2. :: Works: BIRMINGHAM

GOLD MEDAL

BIDWELLS' PROPHYLACTIC TOOTH BRUSH

Etab. 1839



IN CARTONS.

Silvered Wire. Counter-sunk Holes.

In three sizes and three qualities.

9/- to 18/- per Doz.

Castle Mills, Axminster

GILLETTE BLADES

27/9 per box, 10 boxes, 27/3 per box.

Price List on application for

VALET, DARWIN, EVER-READY, SOUPLEX, MYATT, WANIE, &c.

A. FRANKS & Co. 12, Bartlett's Buildings, Holborn, E.C.4. Phone: Central 3640



WARDONIA

RAZOR BLADES

SHEFFIELD'S KEENEST BLADES

AT PROTECTED PRICES, AND A GUARANTEED **33 1/3% PROFIT TO YOU**
SMART, DIGNIFIED SHOWCARDS—SELLING HELPS, AND COUNTER DISPLAYS FREE—WITH FIRST ORDER.

SAMPLE BLADE FREE FOR POSTCARD.

RETAILS at 3d. each, 4 for 1/-

Obtainable from all the Leading Wholesalers, or direct from—

THOMAS WARD & SONS, LTD. "WARDONIA" WORKS, SHEFFIELD.



TILBURY'S "FORT" PROPHYLACTIC

In the "ORANGE BOX."

In 3 Sizes, and in Hard, Medium and Very Hard Unbleached Bristle

Each Brush packed in Transparent Envelope ensures Cleanliness and Hygiene.

Tilbury, Brush Works, Hackney, London, England.

A 5/- PAIR OF HAIR CLIPPERS FREE

SEE OVER

Still on Top!!

EDWARDS' "HARLENE" Toilet Specialities

THE WORLD'S BEST SELLERS



"HARLENE"
FOR THE HAIR
"UZON"
BRILLIANTINE
"CREMEX"
SHAMPOO POWDERS
"ASTOL"
FOR GREY HAIR
"ASTINE"
VANISHING CREAM
"ASTINE"
TOOTH CREAM
"ASTINE"
SHAVING STICK
"ASTINE"
NAIL CREAM

TWO QUICK-SELLING LINES

A Big Advertising Campaign is now in progress for the following:—

"HARLENE" Cleansing & Revivifying HAIR FIXER FOR GENTS

This entirely new preparation, the need for which has long been felt by Men, has been specially prepared to keep the hair bright-looking and healthy, and, while preventing dryness or stickiness, will "set" the hair in the morning, and so keep it in position that it will remain during the whole day literally "without turning a hair."

"HARLENE" "WAVE-SETTING" LOTION (for Ladies)

In order to retain the beautiful and alluring waves created by the "Harlene" Hair Waver for a long time against the ravages of Fog, Mist, Damp, etc., a Wonderful Wave-setting Lotion, specially prepared for Ladies, has been introduced. A little of this preparation should be brushed into or sprayed on to the hair just before waving. The waves will then last twice as long.

Price of both of { Advertis'd (Minimum Retail) 1/3 per bottle
above { Makers 13/4 per dozen, less 20% Discount.

PLACE YOUR ORDER TO-DAY

EDWARDS' HARLENE, LIMITED

20, 22, 24 & 26 LAMB'S CONDUIT STREET, LONDON, W.C.1.



NEW IMPROVED FLAT MODEL COMPACTS AND REFILLS POWDER AND ROUGE

OUR REPRESENTATIVES ARE NOW MAKING THEIR FIRST JOURNEY IN 1928 AND WILL CALL UPON YOU IN THE COURSE OF A FEW DAYS TO SUBMIT SAMPLES OF HOUBIGANT'S NEW MODEL COMPACTS

The unequalled quality of Houbigant's powder (compressed by dry process) is unchanged. It is produced in Quelques Fleurs and nine other popular perfumes, and in the standard shades of:

White	Rachel	Sunburn	Sunny Rachel
Rose	Natural		Rosy Sunburn

The Rouge is obtainable in the following tints:

Blonde	Carmin	Mat	Brune	Orange	Doré
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THE GILT BOXES ARE FLAT AND EMINENTLY SUITABLE FOR THE HANDBAG: THEY ARE OF ARTISTIC APPEARANCE AND THE METAL WILL NOT TARNISH.

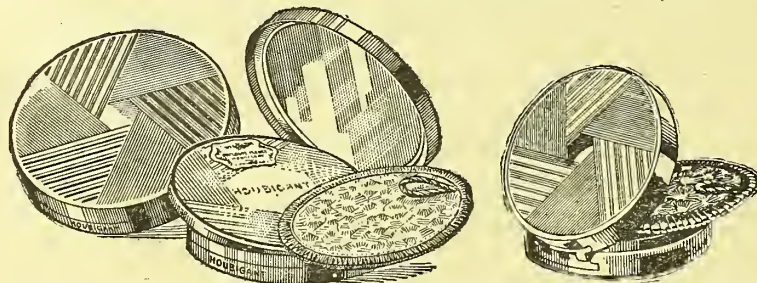
All Compacts, Powders and Rouge, are made in three sizes, Small, Medium and Large, to retail at 1/9, 2/6 and 4/3 respectively.

THE REFILLS HAVE SILK-EDGED PUFFS.

They are obtainable in all Perfumes and in each of the seven shades of powder, and in the six tints of rouge. The Small, Medium, and Large refills retail at 10d., 1/3 and 1/9 respectively.

DO NOT FAIL TO SEE OUR REPRESENTATIVE.

PARFUMERIES DE PARIS, LTD.
LARDEN ROAD, ACTON, LONDON, W.3



SANTONIN

THE demand for **Santonin** is universal. In all the markets of the world, customers require a guarantee that the goods are the genuine Russian product from **THE SANTONIN WORKS, TCHIMKENT, TURKESTAN**.

To facilitate the free sale throughout the world special labels have been issued by **THE SANTONIN WORKS**.

The label for the one-kilogram packets is printed in three colours—black, white and pale green. A reproduction in black and white is shown here.



Each kilogram bearing the official label is enclosed in leatherboard boxes, which are sealed by the London analysts—Messrs. Harrison & Self. The contents are guaranteed pure, complying with the requirements of all Pharmacopœias.

Stocks for prompt delivery in London.

ARCOS LIMITED, 31 Wilson Street, LONDON, E.C.2

(Cables: ARCOSARCOS, LONDON.)

OFFICIAL DISTRIBUTORS TO THE WHOLE WORLD.

The Perfume of Spring Ashes of

The fragrant Violet has long been and always will be a great favourite—in fact the Violet and the Rose are outstandingly popular in this country. You know the high pinnacle of popularity upon which the genius of Bourjois has placed the Rose—now we are going to put his perfect distillation of the Violet in “Ashes of Violets” on the same lofty peak.

The vogue for this Spring-time and long after will be “Ashes of Violets” as created by the famous perfumer

Bourjois
PARIS



Violets

The *true* interpretation of the flower—the very breath of Spring. The public's choice for this Season.

With forceful, attractively designed advertisements in newspapers representing a total circulation of over 3½ million we are spreading the "Ashes of Violets" message far and wide. Take advantage of the demand we are creating. The public is already responding to the fascination of "Ashes of Violets" and the well-planned advertising, with the result that a large volume of increased trade is being experienced.

Make sure of your "Ashes of Violets" stocks to-day and be ready to meet the demand.

An order form which will save you trouble will be sent on application.

A. Bourjois et Cie., Ltd.

4 Water Lane, London, E.C.4

PARIS NEW YORK SYDNEY WELLINGTON



Bourjois

PARIS

Ashes of Roses
and
Ashes of Violets

High Grade Toilet Preparations

VACANCIES FOR REPRESENTATIVE AND SPECIAL REPRESENTATIVE

Only really first-class men of proved ability with highest possible records entertained. Applications must be in writing, stating full particulars as to age, experience, territory and present engagement—this information will be treated in strict confidence. The positions carry salary, commission and expenses; are permanent and offer ample scope to the right type of man. Under no circumstances will personal applications be considered.

Address:—"Representative,"

Sales Manager,

A. BOURJOIS et CIE, Ltd.,

4 Water Lane, London, E.C.4

PARIS

NEW YORK

SYDNEY

WELLINGTON

R. DEMUTH'S PRODUCTIONS

ELEGANT & DISTINCTIVE

Frozoclone

REGD.

THE ORIGINAL

Solid Eau de Cologne

IMITATED BUT UNEQUALLED.

It is Quality that counts, and Frozoclone
is the Standard. Leaves no residue.
Fragrant to the last particle.

In 2 sizes 3s. 6d. and 1s. 10d. P.A.T.A.

Doz. 32/-

Doz. 16/-



IN GREEN BOTTLES.
Registered.
ACTUAL SIZE OF
STANDARD PACKING.

SOLID LAVENDER WATER

The formula is unique. A worthy companion to Frozoclone.

IN FROSTED WEDGWOOD BLUE BOTTLES

Sizes, Packing and Prices as Frozoclone.

ANALAX

The Luscious Laxative
in pastille form.

2s. 3d. P.A.T.A.

MUTHOL

The Original Paraff. Liq.
in solid form.

IN ALL FLAVOURS.

HARMOZAN

Effervescent Pine Extract.

BATH SQUARES

3s. 9d. and 2s. 0d.

P.A.T.A.

This is a distinctive and elegant
presentation of Pine Bath Home
Treatment and is unique.

CARNATE

The Elegant Nail Polish.

1s. 9d. P.A.T.A.

DOZ. 15/-

RISICCOL

Demuth's Castor Oil Powder.
ALL OTHER MEDICINAL
OILS IN POWDER FORM.

R. Demuth's Laboratories

68 SALUSBURY ROAD &
MONTROSE AVENUE,
LONDON - - - N.W.6

Customers are coming YOUR shop!

List of Papers in which these Advertisements will appear.

Nationals.

Daily Mail. Daily Express.
Daily News. Daily Chronicle.
Daily Mirror. Daily Sketch.
Daily Herald.

Monthly Magazines.

Good Housekeeping.
Nash's Magazine. Woman.
Woman's Magazine.
Home Magazine.
Hutchinson's Magazine.
Strand Magazine.
London Magazine.
My Magazine.
Pearson's Magazine.
Windsor Magazine. Quiver.
Little Folks. Woman & Home.
Modern Woman.
Woman's Journal.

Scottish Provincials.

Aberdeen Ev. Exp.
Dundee Ev. Telegraph.
Edinburgh Ev. Dispatch.
Edinburgh Ev. News.
Glasgow Bulletin.
Glasgow Record.
Glasgow Ev. Times.

Irish Provincials.

Belfast Ev. Telegraph.
Irish Independent.
Cork Examiner.

Dental Press.

British Jour. of Dental Science.
Dental Record. Dent. Surgeon.
Oral Topics. Mouth Mirror.

Nursing and Medical Press.

Maternity & Child Welfare.
Nursing Mirror.
Nursing Times.
British Journal of Hygiene.
The Child. Medical Officer.
National Health.
Public Health.
New Health Society Bulletin.

Woman's Weeklies.

Home Chat. Home Notes.
Woman's Life. Pictorial Mag.
Family Journal.
Woman's World.
Home Companion.
Modern Weekly.
Woman's Companion.
People's Friend.
Picture Show.
Woman's Weekly.
Woman's Pictorial.
Lady's Companion.

English Provincials.

Birmingham Daily Mail.
Birmingham Despatch.
Bristol Ev. Times.
South Wales Echo.
Cardiff Ev. Express.
Darlington Northern Echo.
Hull Daily Mail.
Yorks Ev. News.
Yorks Ev. Post.
Leicester Mercury.
Liverpool Echo.
Liverpool Express.
Manchester Dispatch.
Manchester Ev. Chronicle.
Manchester Ev. News.
Newcastle Ev. Chronicle.
Notts Ev. Post.
Western Morning News.
Western Ev. Herald.
Portsmouth Ev. News.
Sheffield Independent.
Sheffield Telegraph & Star.
Southampton Echo.

Miscellaneous.

Punch.
Blakes Yachting List.
Health & Strength.
Fleet.
Our Empire, etc., etc.



→ **AAA**

Let us address your circulars

*Our Register of
Doctors, Dentists,
Chemists, &c.*

is complete and kept up-to-date.

PRIVATE LISTS—A SPECIALITY.

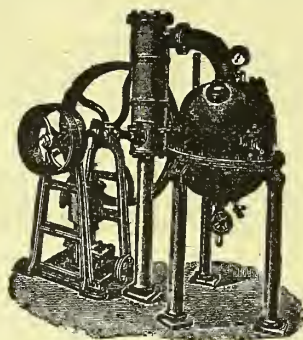
Write for Folder "B."

THE AUTOMATIC ADDRESSING ASSOCN.

Limited,
3 PORTSMOUTH ST.,
LONDON - W.C.2.

Tel.: Hol. 1078

AAA ←



**STILLS, VACUUM STILLS, VACUUM PANS.
EVAPORATING PANS.
AUTOCLAVES AND DIGESTORS.
SPECIAL APPARATUS AND PLANT
FOR MANUFACTURING CHEMISTS.**

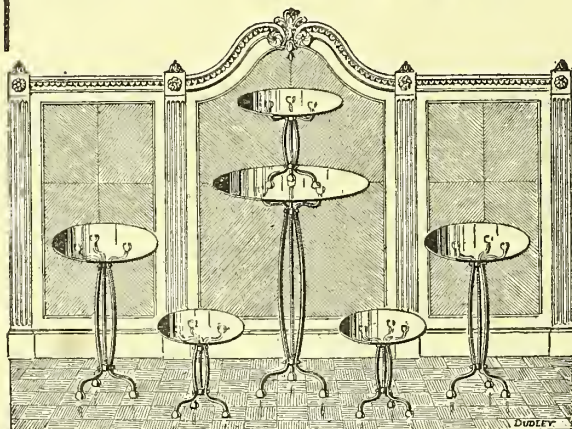
SOLE MAKERS of BENNETT'S PATENT 'IDEAL'
ANNULAR FILM CONDENSERS.
SHEARS' PATENT MULSER.

BENNETT, SONS & SHEARS, LTD.

ENGINEERS & COPPERSMITHS,

43 & 44 Shoe Lane, LONDON, E.C. 4. 1

A Charming Display Set for a Chemist's Window



THE "REGENT" DISPLAY SET.

No. C.D. 2426, consisting of Six Medium Weight Brown Bronze Tripods—one 9" high, two 12" high, two 18" high, and one 24" high. Six $\frac{1}{4}$ " glass ovals—one 24" x 18", two 18" x 12", and three 12" x 9".

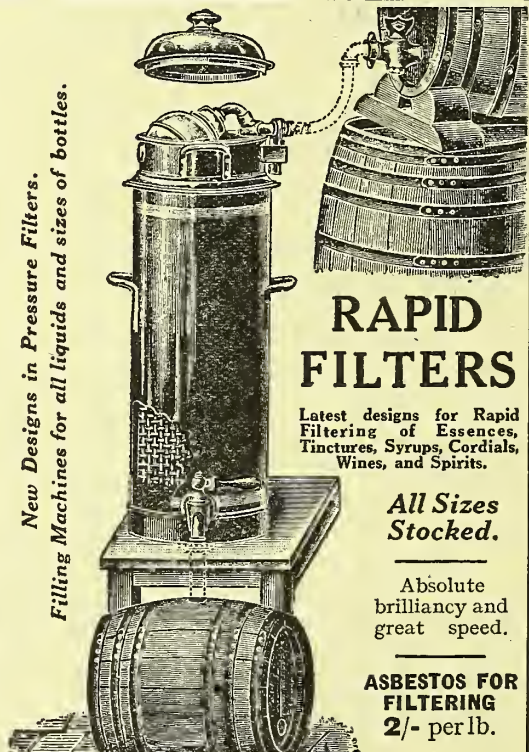
This complete and delightful set **£3 : 16 : 6**

List No. C.D. 970 of Fittings sent free on request.

DUDLEY & CO., LTD.

558/576 HOLLOWAY ROAD, LONDON, N.7,
and at 65 and 66 FORE STREET, E.C.

*New Designs in Pressure Filters.
Filling Machines for all liquids and sizes of bottles.*



RAPID FILTERS

Latest designs for Rapid
Filtering of Essences,
Tinctures, Syrups, Cordials,
Wines, and Spirits.

**All Sizes
Stocked.**

Absolute
brilliancy and
great speed.

**ASBESTOS FOR
FILTERING
2/- per lb.**

**JNO. P. JACKSON & CO., LTD.
POWELL SQUARE, LIVERPOOL**

The Latest Triumph in OINTMENT MILLS

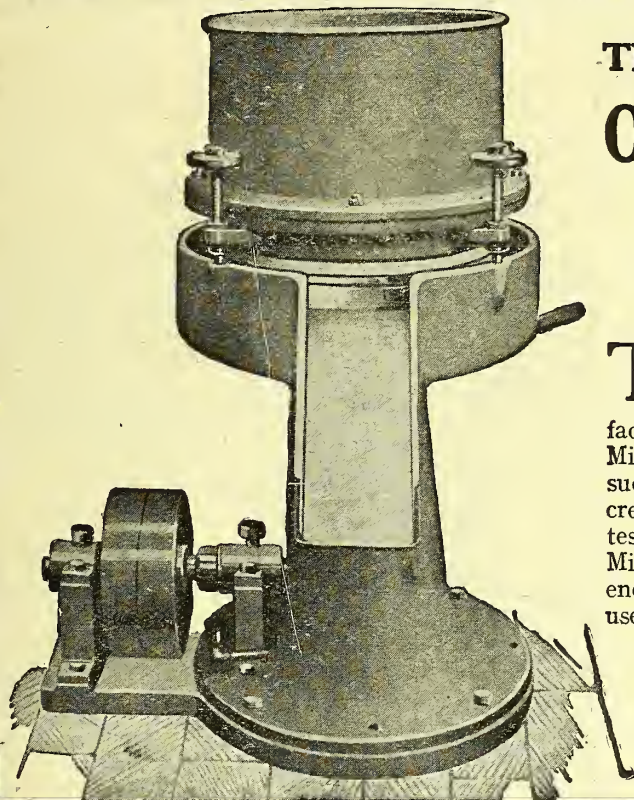
THIS ILLUSTRATION SHOWS THE NEW
SUPER SPEEDY MILL

THERE are now approximately 300 of S. W. WILKINSON's original Speedy Mills in use by British and other Manufacturing Chemists. A number of the new Mills are now in use and are giving much success and pleasure to the users and much credit to the designer and maker. Splendid testimonials have been received. The new Mill is the result of nearly 20 years' experience with the original Mill and the various uses to which it has been applied.

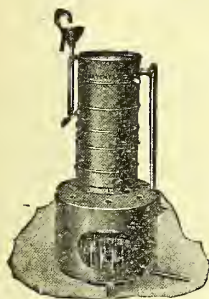
S. W. WILKINSON & Co.

Chemical Engineers

Western Road - - LEICESTER



DISTILLED WATER



Brown's Stills are perfectly automatic. Can be run night and day without attention. Patented in U.K. and Continental Countries.

Extraordinarily efficient and economical. Made for gas, steam, oil or coke fire heating.

Full particulars and prices free on application

BROWN & SON,

Alembic Works,

Wedmore Street, Holloway, N.19

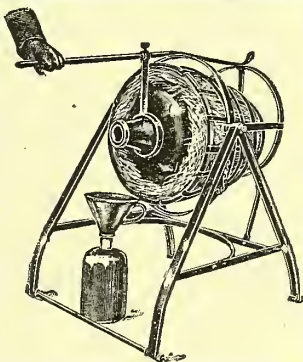
CARBOY STAND AND TILTER.

For drawing off small quantities of acids, etc. from Carboys, with ease and safety.

The Carboy can be tipped to any position with one hand.

**R. & H. LEIGH & SONS,
LIMITED.**

Carboy Hammer Manufacturers,
BOLTON.



Small Rotary Pill Cutting Machine & Piping Press.

ASK YOUR AGENTS FOR PINDAR & CO.'S MACHINES—ORIGINAL MANUFACTURERS.

This is a Machine specially constructed for the use of Chemists or Manufacturers of small quantities of Pills. Capacity about 5 lbs. per hour. Can be used on Counter or where little space can be spared. The Piping Press and Machine occupies a space of 2 ft. by 1 ft.

These Machines make one size Pill. By means of extra Plates and Rollers any size of Pills can be made.

Extra Plates and Rollers
to fit Machines, £4 5 6.

Price, the two machines, £12.

SMALL LEVER HAND TABLET MACHINE, 60 TO 80 PER MINUTE, £7 15

Power Tablet Compressing Machines, Coaters, Complete Pill Plants, End Runner Mills for Ointments, Linseed Grinding Mills, Tincture Presses, Emulsifying Machines, Percolators, &c., Mixing and Kneading Machines, Drying Ovens, Hand Pill Machines.

COLD COMPRESSION SUPPOSITORY MACHINES.

SUPPOSITORY AND PESSARY MOULDS, LIP SALVE MOULDS, Etc.

J. W. PINDAR & CO., LONDON, S.E.4.

Works: ENDWELL ROAD, BROCKLEY, LONDON, S.E.4.

Telegrams: "Pindar, Brockley, S.E."

Telephone: 1065 New Cross.

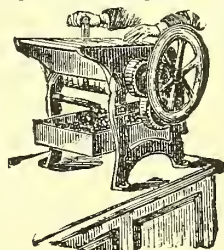
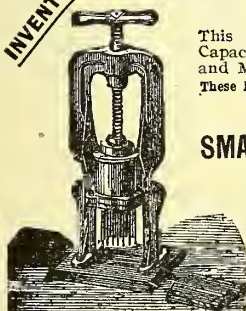


Fig. B. No. 2.
ROTARY CUTTING MACHINE

INVENTORS



PIPING PRESS

BEATSON, CLARK & CO.

LTD.

Chemical and Medical Glass Manufacturers

ROTHERHAM, YORKS.

Telegrams . . . "BEATSON, ROTHERHAM."

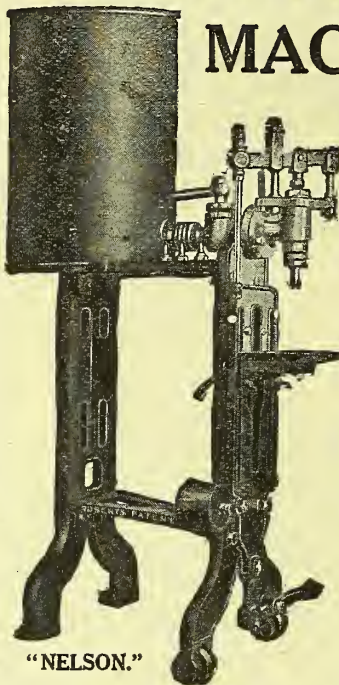


SHOP ROUNDS. OIL ROUNDS.
POISONS, SYRUPS & ETHERS.

WITH AND WITHOUT RECESS LABELS.

ESTABLISHED 1751.

ROBERTS' ORIGINAL PATENT BOTTLE-FILLING MACHINES



"NELSON."

Don't waste money on imitations, buy Roberts' Machines which actually Created the Records for

**CLEANLINESS
SIMPLICITY**

and Rapidity in
Bottle Filling.

Write for new
Price Lists.

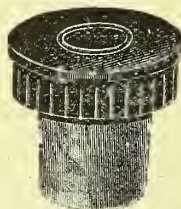
NOTE the Address:

**ROBERTS' PATENT
FILLING MACHINE CO.
33 ROUND CROFT ST.
BOLTON.**

Our latest patent
"Alpha," price £12,
will fill 10 gross bottles
per hour.

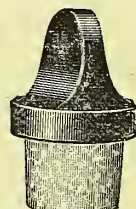
Write for Particulars.
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STOPPERS



200 Varieties
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



T. WEBSTER & Co.

Telephone:
Mountview 0952

Diamine House, Middle Lane, Hornsey, LONDON, N.8

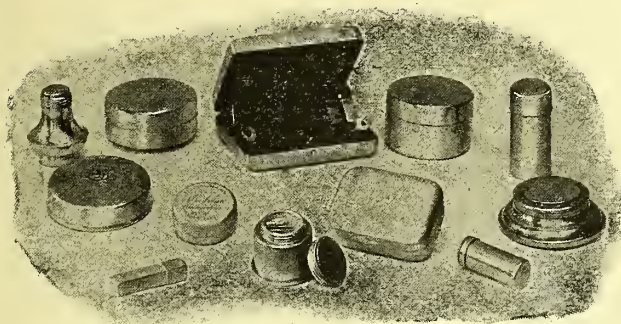
WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE



33, Brooke St., London, E.C.1.

Tel. No. Holborn 5090

Well-boxed is half-sold



IN the case of many commodities "the package is half the sale." Particularly is this so with cosmetics, dentifrices and toilet soaps. For these, as well as for a variety of food products, æsthetic, hygienic and economic conditions are met simultaneously by

Aluminium

Data on the working and applications of aluminium will be sent gratis to responsible enquirers.

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ALUMINIUM PRODUCERS, ADELAIDE HOUSE
KING WILLIAM STREET, LONDON, E.C.4
TEL. CRYOLITE, BILGATE, PHONE, ROYAL 5561

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The Floor the Dancers Prefer

STOCK THE P.A.T.A. LINE THAT IS ASKED FOR.
DECORATED TINS. 1/6 size at 12/- dozen

2/6 " " 20/- " } P.A.T.A.
10/6 7 lb. " 96/- "

Under £3, nett one month; £3, less 2½% one month; £6, less 5% one month.

Carriage Paid £3. Cases free.

STRIKING SHOW MATERIAL.

Nett Cash.

SINGLE STANDARD CASES. CARRIAGE PAID.

Case	1/6	2/6	Cash	Case	1/6	2/6	10/6	Cash
A	24	—	24/-	D	—	—	4	32/-
B	12	6	22/-	H	12	—	1	20/-
C	12	12	32/-	J	—	9	2	31/-
G	—	18	30/-	K	6	6	2	32/-

Distributors for England and Irish Free State:
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Leicester, London and Dublin

Makers:
JOHNSTON & ADAMS, Dundee, Scotland
Export: WM. C. RUDKIN & CO., 44 King William Street, E.C.4

Cataline prevents and cures inflammatory Diseases in Cattle.

TO THE TRADE.

P.A.T.A. PRICES!

Are *you* stocking

CATALINE?

If not, now is the time to send us your orders.

During this month we are posting 200,000 circulars to 200,000 Farmers and all Live Stock Owners.

Many of these are your customers.

They will be asking YOU for CATALINE.

Cataline Pleases Your Customers. **IS** The Sales will Please You.
WHAT CATALINE YOU WANT
One Size. One Price. Retailed at Face Value, namely, 3/9 per bott.

Cases Free Carriage Paid.

Our best cash with order, carriage paid, prices are:—

1 dozen	3 dozen	6 dozen	12 dozen
36/-	35/6 per doz.	35/- per doz.	34/6 per doz.

Stocked by most Wholesale Houses

THE CATALINE CO., LTD.
BRISTOL

WEED KILLERS

Specially packed for the

Chemists' Trade

1 to 50. 1 to 100 strengths

in all sizes 1 pint to 40 gallons.

Powder quality

in tins for 12½, 25, 50 and 100 gal. solution.

ALSO

Non-poisonous Safety WEED KILLER.

LAWN SAND. WORM KILLERS.

WRITE TO—

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giving particulars of your requirements.

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Watts' Embrocation, or Curb Bottle.
Aconite Powders.
Worm & Condition Powders.
Watts' Red Lotion.
Hair-Restoring Ointment.
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*Protected Prices
(P. A. T. A.)*

Remedies for the Horse



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Koppos Powder.
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Of all the leading Druggists' Sundries Houses
HARVEY & COMPANY, Ltd., Dublin

A
**PHILIP JOSEPHS
& SONS LTD.**

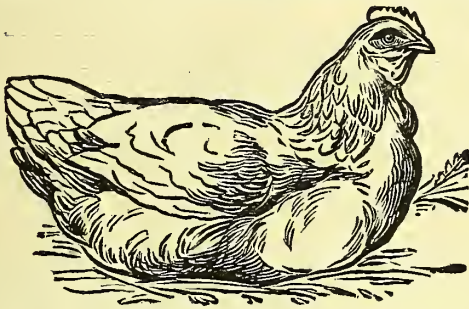
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QUICKLY EARNS
ITS COST**

Try One!

90 & 92 ST. JOHN ST., LONDON, E.C.1.

Phone—2191 Clerkenwell.

Wires—"Josiphiah London."



WATERGLASS

FOR

PRESERVING EGGS

BEFORE ORDERING YOUR SEASON'S SUPPLY WRITE TO US. WE ARE THE LARGEST PACKERS BEST QUALITY GLASS. PERFECTLY SOUND PACKAGES.

Chemists' "Own Name" Labels

ATTRACTIVE SHOW MATTER

TOMLINSON & HAYWARD, LTD., 51 Newland, LINCOLN

This gives a thorough mix-up

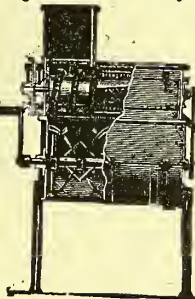
A Gardner "Rapid" sifter and mixer will thoroughly sift and mix $\frac{1}{2}$ oz. of one ingredient with a 30-lb. mixture of dry powders at one operation, and "every pinch of the whole will show its presence"—a customer's statement.

Write us for list of Ball Mills, Disintegrators, Millstones and Mills, Drum Sieves, Drying Machinery, etc.

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'Phone 117. 'Grams: "Gardner," Gloucester



A well advertised line showing a **PROFIT of 38%**

Bob Martin's Dog Remedies are widely advertised, and a wealth of attractive sales aids is at your disposal. Please let us know your requirements.

BOB MARTIN LTD., SOUTHPORT, LANCs.

BOB MARTIN'S
TASTELESS
CONDITION POWDERS



Continuous and Steadily Advertised Goods
FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (protected).	Net Wholesale Prices
Virus for Rats and Mice, single tube, 2/-	.. 15/- per doz.
3 tubes, 5/-	
Virus for Mice only - single tube, 1/8	.. 9/- "
3 tubes, 3/-	

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

Retail Price.	Wholesale Price
Quart Bottles 6/- each	.. 4/6 each
Pint " 4/6 "	.. 3/9 "

**HALLER'S EXTRACT OF SQUILL
and DANZO RAT KILLER**

Discount off Retail Prices 25% Monthly Account, or 33 1/3% cash with order.

	Retail	Monthly a/c	Cash with order
$\frac{1}{2}$ gall. tins	.. 10/-	.. 7/6	.. 6/8
1 " "	.. 18/-	.. 13/6	.. 12/-
5 " "	.. 80/-	.. 60/-	.. 53/4

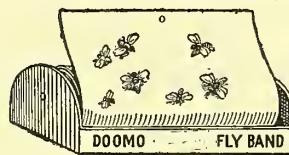
DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.
Retail Prices (protected).

In tins 3d.	Wholesale prices per doz.
6d.	In boxes of 2 doz, 2/1
1/-	.. 1 " 3/8
1/6	.. 1 " 7/8
2/6	.. 1 " 18/-

Danzo Beetle Powder will not deteriorate by keeping.
CARRIAGE PAID ON ALL ORDERS.

To be obtained from
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Telegrams: "Virudana, Sedist, London." Telephone: Hop 2717.



THE DOOM OF THE FLY

"DOOMO" FLY BAND,
wide and long,
also narrower one.

SMITH & CO.,
Doomo Works, NEWARK.

Sherleys



LACTOL &c.

(P.A.T.A.)

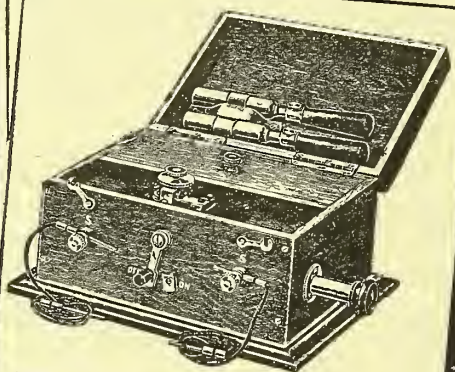
of profit for the retailer, and the terms on which they are supplied preclude any possibility of loss. We have an excellent range of literature and show cards, and do all in our power to assist chemists by referring mail customers to them.

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THE "RED CROSS" MEDICAL COIL (BRITISH MADE—LIST N1/21)

Recommended for Home and Export. The feature of this coil is the high-speed trembler make-and-break, which ensures a steady, soothing current, the strength of which can be regulated from mild to powerful. Supplied in handsome polished cabinet, complete with all accessories.

PRICE **48/-** SUBJECT.
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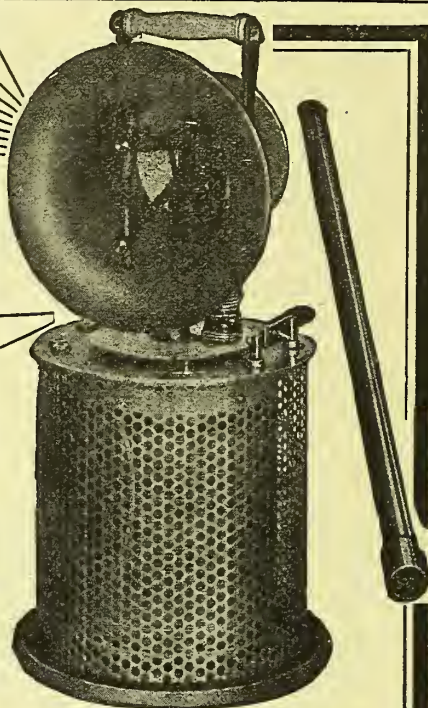
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ULTRA-VIOLET SUN RAY ELECTRIC LAMP.

A combined Portable and Stand Model, Self-adjusting, and for both Alternating and Direct Current.

All voltages from 100 to 250 inclusive. The best British Made low-price Lamp yet invented.

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Full particulars on request.

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TEL: ROYAL 5094.

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Finely Powdered. :: SHELLACS ALL GRADES.

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giving definite information as to how certain retail Druggists are expanding their turnover and increasing their profits, will be sent free to responsible retail chemists—limited number of copies available. All applications will be treated as confidential. Write at once to Research Dept., c/o A. W. Shaw & Co., Ltd., 43 & 44 Shoe Lane, London, E.C.4.



SHADEINE

For COLOURING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.
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1/4 size, per doz. 12/-
2/6 size, per doz. 24/-
3/9 size, per doz. 36/-

The SHADEINE CO., 58 Westbourne Grove, London, W.2.

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MANICURE REQUIREMENTS

We invite enquiries from Druggists' Sundries for British Goods at prices which meet Continental competition.

Mountview 7811.

ROBERT LEE, 14 Calverley Grove, London, N.19

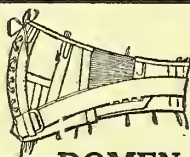
RUBBER GOODS ALL KINDS
TRAPS ENEMIES
THE LONDON RUBBER CO.
1835
ALDERSGATE STREET
LONDON, E.C.1.
Phone City 4245. Telegrams: OUNELARCO From London



AN EXTRAORDINARY DEMAND

is being experienced for our REDSKIN RUBBER BOTTLE, and those who have not seen samples or had prices are requested to write for both, as evidently it is a good line. Do it now.

GEORGE MACLELLAN & CO., LTD. (Estab'd 1870),
GLASGOW RUBBER WORKS, MARYHILL, GLASGOW, N.W.25



"DOMEN" BELTS SINGLE BELT SUPPLIED.

All sizes in stock ready for delivery per return. List and Terms on application. Catalogues supplied free for distribution.

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EXCLUSIVELY A PHARMACY LINE

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SECURES YOU REGULAR CUSTOMERS
AND 7d. PER POUND PROFIT.

Write for full particulars to—Thos. Christy & Co., 4/12 Old Swan Lane, E.C.4

LORIMER-MARSHALL, Ltd. *for* PACKED GOODS



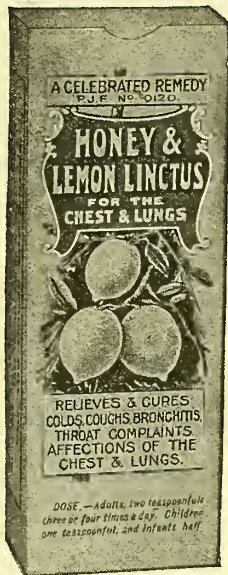
**LUNG
TONIC**

—

**HONEY
AND
LEMON
LINCTUS**

—

**HONEY
AND
LEMON
SYRUP**



**WILD
CHERRY**

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AT KEENLY COMPETITIVE PRICES

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NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

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Designers and actual manufacturers of

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For the MODERN PHARMACY.

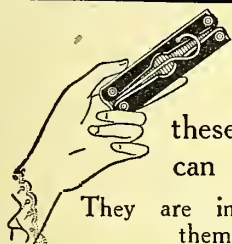
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PHARMACIES MODERNISED.

ALL GOODS OF BEST QUALITY
AND FINISH AT LOWEST RATES.

Competent Fitters sent to all parts.

106 DUKE STREET, LIVERPOOL.



Chemists
who show
these Novelties
can sell them.

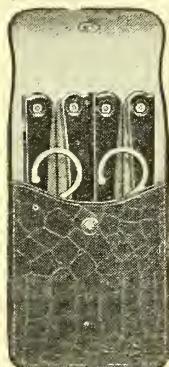
They are in a class by
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"NEAT, NATTY AND NICE."

**PROFUSELY ILLUSTRATED
DESCRIPTIVE CATALOGUE**

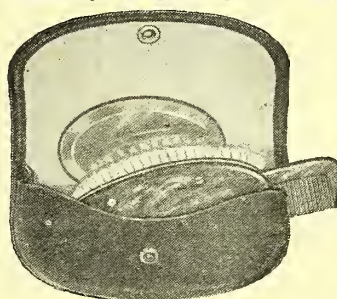
DIRECT FROM THE SOLE

MANUFACTURER AND PATENTEE: J. W. H. DEW, 9 Bishop's Court, Chancery Lane, London, W.C.2



**NOVELTIES THAT HELP YOUR
TURNOVER - GOOD PROFITS.**

As sold by leading Multiple Chemists.



ARTHUR BERTON, LTD.

GIVE

NOTICE OF REMOVAL.

Dear Sir,

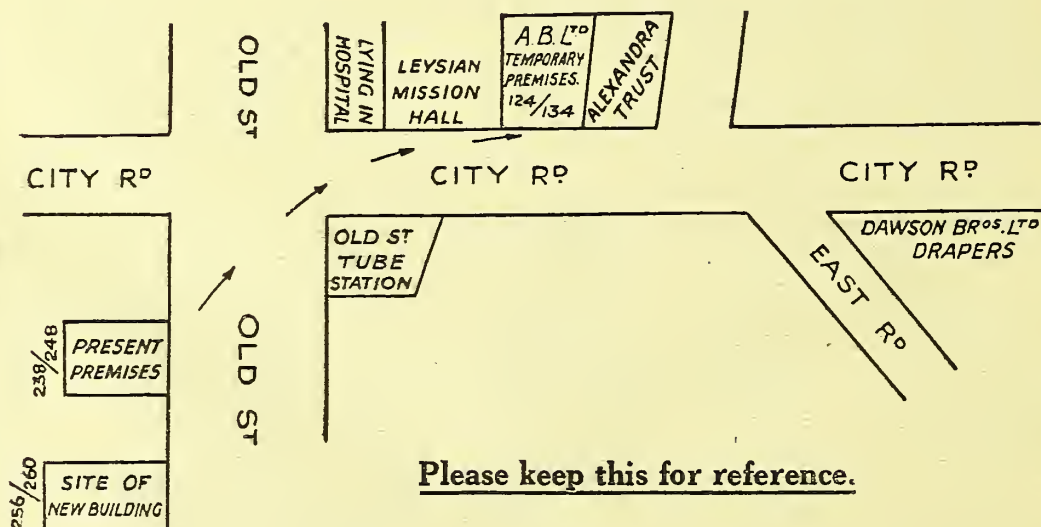
We beg to inform you that we have sold our Premises 238-248 Old Street, E.C.1, and are removing temporarily to

124-134 CITY ROAD, E.C.1,

as from 1st February, 1928,—until the completion of our New Building, 256-266 Old Street, E.C.1. **Our Telephone Nos.,** Clerkenwell 1347-8-9, as **also Telegraphic Address** will remain unaltered.

Yours faithfully,

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60/64, ARTILLERY LANE LTD
LONDON, E.1.

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Telegrams: "Horchound, 'Phone, London."

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Bought by the Public!

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POTTER'S ASTHMA CURE & ASTHMA CIGARETTES
P.A.T.A. 1/6

POTTER'S ASTHMA
SMOKING MIXTURE
P.A.T.A. 9d. Dozen 7/-

POTTER'S CATARRH PASTILLES

Dozen 14/-

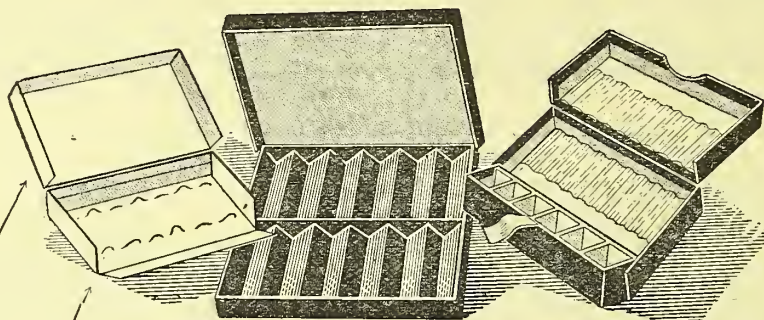
POTTER'S CATARRH
PASTILLES
P.A.T.A. 1/3 Dozen 11/-

We are spending thousands of pounds in advertising these lines which yield you handsome profit.



Packed in beautiful Show Outers. Showcards for Counter and Window Display with all orders.

BOXES THE BEST BUYERS BUY



No. 2.

Illustrated above are three of our hinged Lid Perfume Boxes, two of which are partitioned and the other is made with a loose elasticated card.

The Box on the right is a novelty box made to hold six ampoules.

The good workmanship and the good quality of material used combine to make these boxes very attractive and useful.

NOTE THEIR GOOD POINTS

- | | | |
|---|------------------------------------------------------------------------------------------------------------------------------|---|
| 1 | The elastic used is the best obtainable and will retain its elasticity for a considerable time. | 1 |
| 2 | This Box has been specially designed for easy extraction of contents, the Container portion being hinged to the Box portion. | 2 |
| 3 | Good strong hinges. Only best calico hingeing cloth used. | 3 |
| 4 | Contents carefully protected by corrugated lining in Box and Lid. | 4 |

FACTORIES:

Wheatbridge Mills.
Holmebrook Works.
Walton Works.
Portland Works.

Telephone:
Chesterfield 2105.

Robinson & Sons, Ltd.

*Manufacturers of Round, Oval, Square
and Folding Cardboard Boxes,*

Chesterfield & London

*Robinsons
Chesterfield
Cardboard
Boxes*

Telegraphic Address:
"Boxes, Chesterfield."

Concentrated Soft Extracts

FOR THE IMMEDIATE PRODUCTION OF

Tinctures, Infusions, Fluid Extracts, &c.

GUARANTEED TO CONFORM TO ALL REQUIREMENTS OF THE B.P.

FOR LIQUID EXTRACTS.

One Package to make 100 Fluid Ounces.

Ext. Belæ Liq. ..	27/6	each
" Belladon. Liq. ..	30/-	"
" Cascar. Sag. Liq. ..	12/-	"
" Cimicifugæ Liq. ..	18/-	"
" Cinchon. Rub. Liq. ..	26/-	"
" Damianæ Liq. ..	26/-	"
" Ergotæ Liq. ..	9/-	"
" Fuci Vesiculos. Liq. ..	30/-	"
" Gelsemii Liq. ..	20/-	"
" Glycyrrh. Liq. ..	28/-	"
" Grindeliæ Liq. ..	26/-	"
" Hamamelidis Liq. ..	26/-	"
" Ipecac. Liq. ..	26/-	"
" Jaborandi Liq. ..	21/-	"
" Kolæ Liq. ..	16/6	"
" Nucis Vom. Liq. ..	30/-	"
" Salicis Nig. Liq. ..	30/-	"
" Sarsæ Liq. ..	30/-	"
" Stillingiæ Co. Liq. ..	15/-	"
" Taraxaci Liq. ..	30/-	"
" Viburn Prunifol. Liq. ..	30/-	"

FOR LINIMENTS.

Lin. Aconiti ..	11/6	"
" Belladon ..	10/6	"

FOR TINCTURES.

One Package to make 100 Fluid Ounces.

Tinct. Aconiti ..	2/6	each
" Aloes ..	7/-	"
" Arnicæ ..	3/-	"
" Belladon. ..	3/6	"
" Benzoin Co... ..	9/6	"
" Buchu ..	7/-	"
" Calumbæ ..	2/6	"

Tinct. Cannab. Ind. ..	80/-	each
" Cantharidis B.P. 1898 ..	3/6	"
" Capsici ..	2/-	"
" Cardam. Co... ..	6/-	"
" Cascarillæ ..	8/6	"
" Catechu ..	8/6	"
" Chirataæ ..	3/-	"
" Cimicifugæ ..	3/-	"
" Cinchon. Co. ..	9/6	"
" " Rub. ..	9/-	"
" Cinnamomi ..	5/-	"
" Colchici Sem. ..	4/6	"
" Cubebæ ..	7/6	"
" Digitalis ..	3/6	"
" Ergot. Ammon. ..	10/6	"
" Gelsemii ..	3/-	"
" Gent. Co. ..	3/3	"
" Hamamelidis ..	2/6	"
" Hyoscyam ..	4/3	"
" Jaborandi ..	5/-	"
" Jalapæ ..	6/-	"
" " Comp. ..	6/6	"
" Kino ..	12/6	"
" Krameriaæ ..	5/-	"
" Myrrhæ ..	7/-	"
" Nucis Vom. ..	2/-	"
" Pruni Virg. ..	10/-	"
" Pyrethri ..	4/-	"
" Quassiaæ ..	2/8	"
" Quillaiaæ ..	2/6	"
" Rhei Co. ..	7/6	"
" Scillaæ ..	7/-	"
" Senegæ ..	16/-	"
" Sennæ Co. ..	6/6	"
" Stramonii ..	4/-	"
" Tolu ..	6/6	"
" Valerian. Ammon. ..	4/6	"
" Zingiberis ..	3/-	"
" " Fort ..	8/6	"

H. E. STEVENSON & CO.

H. E. STEVENSON, F.C.S.

Wholesale Druggists and Manufacturing Chemists,

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Lists and full particulars on application.

Reasons why *YOU* should stock



"FERRY" BRAND DESTROYER —for rats and mice

Sole Manufacturers:

**THE BRITON FERRY
CHEMICAL & MANURE CO., LTD.,
BRITON FERRY, SOUTH WALES.**

Manufacturers of the famous

**"FERRY" BRAND
ANTISEPTIC
(LIQUID AND OINTMENT).**

- I. *It will do all that we claim for it.*
- II. *It is successful where other means of exterminating Rats and Mice have failed.*
- III. *It is non-poisonous to Animals and Poultry.*
- IV. *Rats and Mice eat it with avidity, and one bait is sufficient to kill the biggest Rat.*
- V. *It is not a Virus, and foodstuffs are not contaminated by it.*
- VI. *It shows you a profit of 33½%, although extensively advertised locally and nationally.*
- VII. *It is a "Best Seller." Particulars and prices on application.*

THE PERFECT

RESEAL CLOSURE.

**THE
AMERSEAL**

REG. U.S. PAT. OFF.

CAP



It is a cap from which the contents cannot escape. A quarter turn securely seals—a quarter turn quickly unseals.

It can be attractively lithographed in any colour scheme—giving an extra sales value to the product.

It is beautifully made and strong enough for the roughest usage.

It is very moderate in price.

For **NARROW MOUTH** Bottles—For **WIDE MOUTH** Jars.
AN IDEAL SEAL AND RESEAL.

Write or call for full particulars.

NATIONAL GLASS Co., Ltd.
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BRITISH SERA, VACCINES AND TUBERCULINS FOR BRITISH PHARMACISTS

By giving preference to 'WELLCOME' Brand Sera, Vaccines and Tuberculins, you help in safeguarding home industries and encouraging British Science, Labour and Capital.

TRADE MARK 'WELLCOME' BRAND

SERA, VACCINES AND TUBERCULINS ARE ALL BRITISH

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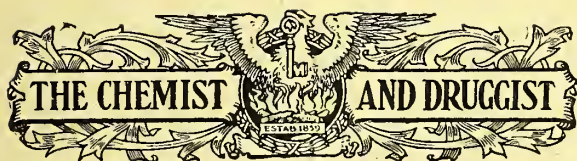
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Business Changes

R. C. ANDREWS, chemist and druggist, has purchased the business of G. F. Starmar, chemist and druggist, 35 High Street, Hythe, Kent.

MR. CHARLES DICKENS, for twenty years with the late Mr. J. R. Bell, chemist, Newgate Street, Newcastle-on-Tyne, has opened a pharmacy at 62 Gallowgate, Newcastle-on-Tyne.

MR. HAROLD M. GUEST having resigned the managing directorship of "Aceta" Capping Co., Ltd., has started in business on his own account at 1 Altrincham Street, London Road, Manchester, as a supplier of cellulose products and capping solution

Gazette

Partnership Dissolved

HULBERT, MAUD C., BOUCHIER, W. G. C., and FARQUHARSON, W., 4 Magdalene Street, Glastonbury, chemists, under the style of Hulbert & Co.

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Safeguarding of Industries Act

The Board of Trade give notice that representations have been made to them under Section 10 (5) of the Finance Act, 1926, for exemption from Key Industry Duty regarding acid hydrocyanic and synthalin (deka methylene diguanidine hydrochloride). Any person desiring to communicate with the Board of Trade with respect to the above-mentioned application should do so by letter addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, London, S.W.1, before February 12.

Contracts

The following tenders have been accepted by the bodies named:—

Gravesend Education Committee.—Mr. F. A. Moore, chemist and druggist, drugs, etc.

Llanfyllin Guardians.—Mr. D. Jones, chemist and druggist, drugs, etc.

Stockport Guardians.—J. C. Arnfield & Sons, Ltd., drugs.

Warwick Guardians.—Holliday & Croasdale, chemists, drugs.

Birmingham

Mr. F. H. Alcock, F.I.C., Ph.C., has been re-elected vice-chairman of the committee of the local section of the Institute of Chemistry.

Dr. W. Wardlaw, of the University, had an interesting column on chemistry during the past fifty years in the "Birmingham Mail" of January 21.

A link with the past is recalled by the death on January 17, at Bournemouth, of the eldest daughter of the late Mr. C. J. Arblaster, a well-known New Street pharmacist of former years.

The funeral of the late Mr. P. Woodburn Williams, whose death was recorded in the *C. & D.* of January 21, took place on January 19. A service was held at St. Paul's Church, Balsall Heath, prior to the interment at Brandwood End Cemetery.

Speaking at a dinner of the Institute of Chemistry, held at the Queen's Hotel on January 21, Sir C. Grant Robertson, Vice-Chancellor of Birmingham University, recalled with approval Huxley's saying, "If you got a Faraday for a million pounds he would be dirt cheap." If the country, the speaker continued, refused the chance of getting Faradays—he would use his name as an example of genius—then they would be exposing themselves, as a recent great writer said, to "the blind sport of destiny." It was of the first importance that the nation should have a proper realisation of what these brain-workers were doing for the nation.

Liverpool

The Wallasey Pharmacists' Association are holding their annual dinner on January 26.

A presentation of cutlery from the staff of Harold Lomax, Ltd., was made on January 23 to Mr. George Barnes, manager of the Edge Lane branch, and formerly Lancashire representative of Banks & Dalrymple, manufacturing chemists. The occasion was his marriage to Miss Elsie Allen.

The Birkenhead and Wirral Pharmacists' Association held their fifth annual ladies' night on January 19 at the Exchange Hotel, Liverpool. Mr. Bernard J. Cooper (president) and Mrs. Cooper were the host and hostess and received the sixty guests. After the reception dinner was served. The toast list was short, "The King" being proposed by the president and "The Ladies" by Mr. Wynne. Mrs. Peter Grant suitably replied on behalf of the ladies. The remainder of the evening was enjoyably spent in entertainment by well-known local artists, including Miss Gladys Williams (soprano), Mr. Essler Kesson (conjurer and humorist), Mr. Eric Child (tenor), and Mr. C. Ward (baritone).

— Miscellaneous

POISON-LICENCE APPLICATION.—Hawkes & Sons, Ltd., Taunton, have applied for a licence under Section 2 of the Poisons and Pharmacy Act, 1908.

FIRE.—An outbreak of fire occurred on January 20 at the premises of Hertz & Co., wholesale druggists, 9 Mincing Lane, London, E.C. The damage was not of a serious nature.

IN THE COURTS.—At Salisbury, on January 17, three soldiers, named Dennis, Crowe and Davies, were committed for trial on a charge of breaking into the drug store of Mr. A. E. Chatfield, Larkhill Camp, and stealing toilet requisites and other goods value £21 11s. Four other soldiers, named Day, Buck, Feekily and Clay, were similarly dealt with on a charge of receiving.—In Bloomsbury County Court, London, recently, the Pharmaceutical Society of Great Britain obtained judgment in the sum of £1 11s. 6d. against Mr. William Jarvis, chemist and druggist, Redcliffe Road, S.W., he having failed to continue his annual membership subscription or to return his certificate.—At Stratford (Essex) Police Court, on January 23, Edward Roberts (30) and Grace Golding (44) were committed for trial on a charge of breaking into the premises of Mr. L. Matthews, chemist and druggist, 513 High Road, Leytonstone, London, E.11, and stealing goods valued at £60 15s. 4d. (*C. & D.*, January 21, p. 62).

Scottish News

A Chemist's Grievance

There was submitted at a recent meeting of the Girvan Town Council an application by Mr. W. K. Blair, chemist and druggist, for permission to erect a portable silent salesman on the footway in Dalrymple Street, and the clerk was instructed as to a reply. In connection with this matter a letter was read from Mr. Blair, as follows:—"I am in receipt of the Town Clerk's letter of December 21 notifying me of the fact that you refused to grant me permission to erect a silent salesman. I have communicated your decision to the Chemists' Defence Association, of which I am a member. I am directed by them to state that I am quite willing to abide by your decision provided that no other ratepayer be permitted to exercise the privilege denied me. Should it come to my knowledge that this privilege is taken advantage of, and making certain that this has been done with the knowledge of the Council and police, I am instructed by them to place the silent salesman in position, and should a prosecution follow they are prepared to give me the necessary protection." No discussion followed.

Brevities

Mr. Peter Fenton, chemist and druggist, Kirkcaldy, is holding his annual soap sale.

Maxwelltown Town Council has appointed Mr. Alexander Turner as chemist for the ensuing year.

"The Chemistry of the Beehive" was the subject of a lecture by Mr. James Jack, F.L.S., president of the Arbroath branch of the Bee-keepers' Association, to the members of the Dundee branch recently.

Glasgow

The annual dinner of the Glasgow Pharmacy Club and presentation of club trophies will take place on February 7 at the Grosvenor Restaurant, Gordon Street, at 7 p.m. Tickets, gentlemen 7s. 6d., ladies 6s. 6d., are to be had from members of the committee.

Mr. Alfred W. Baird, drowned in the River Tay recently, was a director of the firm of Kelvin, Bottomley & Baird, Ltd., nautical instrument makers, 18 Cambridge Street, Glasgow. As a young man he was assistant to the late Lord Kelvin (then Sir William Thomson).

Edinburgh

The intention of Professor Sir James Walker to retire from the chair of chemistry in Edinburgh University at the end of the current academical year was announced at a meeting of the University Court on January 24.

Irish News

Brevities

Mr. John Keane, analyst to the Kildare County Council, has resigned.

Tobin Bros. have opened a new medical hall in the Main Street, Urlingford, co. Kilkenny.

Mr. John Adams, L.P.S.I., Belfast, has been elected vice-chairman of the North of Ireland Philatelic Society. He won the Greer Cup this year for the best collection of Canadian stamps.

Dr. E. W. Mann, Dorchester, physician to Mr. Thomas Hardy, who removed the heart for burial in the famous author's native Dorset, is the youngest brother of Mr. A. W. Mann, Ph.C., Belfast, and recently of Lurgan.

A private company has been formed to take over an existing pharmacy at Mallow, with a capital of £100 in £1 shares. The directors are Mr. J. C. Wrexon, Bank Place, Mallow, and Miss Kathleen Wrexon, of the same address.

At Swinford District Court, recently, the Imperial Dry Plate Co., Ltd., Adamson & Co., Surler & Co., and Suttons, Ltd., applied for committal orders against Mr. Richard Kingston, Ph.C., Swinford. Messrs. Campbell and O'Connor, who appeared for the plaintiffs in the first three cases, suggested adjournments, but Mr. Mulligan, for Messrs. Sutton, said he was instructed to proceed with the application for the order. The Justice: You haven't done too badly. I will adjourn the application to the next court, and you can inform him I will commit him for two months at next court if he has not paid. The other applications were adjourned.

Dublin

Richard Madden, farmer, aged 43 years, residing near Boyle, co. Roscommon, who in December drank butter of antimony in mistake, has died in Dublin.

Mr. Joseph O'Reilly, Ph.C., Lower Leeson Street, has acquired Finlay's Medical Hall, Upper Merrion Street, Dublin. It was established in 1800, and is thus one of the oldest medical halls in Ireland.

The Irish Glass Bottle Co., Ltd., Charlotte Quay, Dublin, has applied to the Tariff Commission, under Sec. 2 of the Act of 1926, for the exemption from duty of glass bottles and jars of less than five fluid ounces capacity.

In the Dublin Circuit Court on January 23, Mrs. Ellen McArthur, 43 Lower Gardner Street, Dublin, was found not guilty on a charge of having, during February 1926, procured drugs or pills with the intention of using them for an unlawful purpose.

The next Congress of the Royal Institute of Public Health will be held in Dublin from August 15 to August 20 on the invitation of the Government of the Irish Free State, together with the support of the University of Dublin, the National University of Ireland, the Royal Colleges of Physicians and Surgeons of Ireland, and the Apothecaries' Hall of Ireland.

The Kildare County Council received from the Local Government Department a sealed order fixing the pension of Mr. J. J. McHugh, medical compounder, at £33 per annum. The County Council had refused the pension, and it was stated the Local Government Department had previously refused sanction on the grounds that Mr. McHugh was not a whole-time officer. The Council decided to ask the Local Government Department for an explanation.

As a result of a representation from the Limerick Borough Medical Committee with regard to supplying medicines in certain contract practices, the Irish Medical Committee at its meeting in Dublin recently passed a resolution disapproving of the practice of requiring doctors holding Society or Government appointments to supply medicines under the terms of such appointments where a supply can be reasonably had from a local chemist. The Committee also recommended that steps be taken to alter the conditions of such appointments where necessary to conform with this resolution.

Inquests

The death of Mr. Samuel V. Brook, dentist, chemist and druggist, 155 Lavender Hill, London, S.W.11, was the subject of an inquiry held on January 17. Medical evidence showed that Mr. Brook died of hydrocyanic acid poisoning, and the coroner returned a verdict of "Suicide while of unsound mind."

The Lancaster coroner held an inquest, on January 19, on the body of Mrs. Eleanor C. Marshall, wife of Mr. Charles B. Marshall, chemist and druggist, Penny Street. Mr. Marshall, in his evidence, explained that his wife had been attended by Dr. Burrow (who died recently) for nervous depression and a weak heart. To induce sleep she had taken 5-gr. veronal tablets, and, latterly, powders containing from 6 gr. to 12 gr. She had delusions. Since Dr. Burrow's death his wife had got the tablets and powders from himself. He never sold any, so did not make an entry in the poisons book. There were no tablets nor powders left when he found her unconscious. The Coroner: Do you know what an ordinary dose of veronal is?—I think $7\frac{1}{2}$ gr. is a medium dose as a nerve sedative. You can give 5 gr. three times a day. What book have you got your information from?—I have two books of Merck's. They tell you 12 gr. is not too much?—Twelve grains can be given to produce sleep when the heart is tired. As far as you know she had not got veronal elsewhere?—Not to my knowledge. Witness added that his wife was unconscious when taken to the Infirmary on January 16, and did not regain consciousness. A medical witness said that the *post-mortem* examination proved the organs were healthy excepting the heart. In her neurasthenic condition an overdose of veronal or narcotic poison would be fatal, and death was due to that. The coroner remarked that death was due to misadventure, and recorded a verdict to that effect.

AN UNUSUAL CASE

At Luton, on January 21, the deputy coroner held an inquest on the body of an infant, aged eighteen days, the child of a warehouseman named Sydney W. Weedon. Alice Saunders, an elderly woman, deposed that she had attended Mrs. Weedon after childbirth, and had suggested the use of glycerin of borax for the baby's mouth; the mother, however, sent for borax and honey. Witness did not see the doctor about it. Mr. Thomas Hale, chemist and druggist, 61 High Town Road, said he made a compound called honey of borax, and dispensed it in jars similar to that produced. The Deputy Coroner: And in your experience have you ever known any ill-effects from this?—I have read of cases. But there has not been a case in your own practical experience?—No. Dr. J. Birch said he attended Mrs. Weedon at her confinement, and continued to attend her until January 12. He was sent for urgently on January 15 and found the child alive but unconscious. He asked the mother what the child had taken, and she said it had had honey and borax, and glycerin and borax. The child had symptoms of borax poisoning; he washed its bowels out and gave an antidote. The *post-mortem* examination showed that death was due to borax poisoning. The Deputy Coroner: I believe there has been some opinion among medical men generally that a good deal of illness is due to borax used in preservatives?—Yes, and I have had numerous cases attributed to borax and honey and I always forbid its use. I think it ought not to be in the Pharmacopœia in its present strength. But I understand this mixture of honey and borax is quite a recognised thing?—It is often used, but I have known its danger all my professional life, and I always forbid its use. I had a similar case to this twenty years ago. I have no doubt it causes a great deal of obscure illness, in which the cause is never traced. In a child only eighteen days old it would have a much more severe effect, would it not?—That is so, but a quarter of the amount this child had has been known to kill adults. But are not some persons more prone to this poison than others?—Yes, people whose kidneys are not sound are more prone to poison than others. It is a poison of the brain and nervous system generally. As an illustration, Dr. Birch stated that the child's dummy fully immersed two or three

times in glycerin and borax would provide a dose sufficient to control epilepsy.

Mr. Hale was recalled: The Deputy Coroner: Do you think, Mr. Hale, there is something in this jar that was not there when you dispensed it?—Yes, I am sure of it. Honey of borax has not that appearance. The Deputy Coroner: Is there more glycerin in it? Witness dipped a finger into the jar, and after tasting it replied, "Glycerin probably. It has an alkaline taste." The Deputy Coroner: Do you suggest, Mr. Hale, that some person must have obtained glycerin of borax and added it to the jar?—Yes. Thereby making it considerably stronger?—Yes. The Deputy Coroner (to Dr. Birch): Dr. Birch, is it your opinion that apart from whether any glycerin of borax has been added to the contents of that jar that the honey and borax might possibly have that effect upon this particular child?—Yes. The dangerous nature of this particular mixture is practically not known, is it?—Not to the general public at all. I take it from a medical point of view this is rather an interesting case?—Yes. The deputy coroner said he had no hesitation in deciding that death was due to borax poisoning, and that this poison was administered in the form of honey and borax or glycerin and borax in perfect good faith. He hoped that as the result of this case precautions would be taken and the mixture would not be administered in the future. There had been considerable discussion of late years as to whether the use of borax as a preservative in food did not have serious and very ill effects on, not only children, but adults, and they had in this unfortunate case an illustration of the effects of borax on a young child.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, January 30

Pharmaceutical Society of Great Britain (Ipswich and Suffolk Branch), Crown and Anchor Hotel, Ipswich, at 8 p.m. Mr. W. J. Beardsley (member of Council) on "Educational Matters and the Dangerous Drugs Act."

Wednesday, February 1

Thames Valley Pharmacists' Association, Restaurant Frascati, Oxford Street, London, W., at 6.30 p.m. Dinner and dance. Tickets (12s. 6d. each) from Mr. E. L. Slade.

Thursday, February 2

Chemical Society, Burlington House, London, W.1, at 8 p.m. Ordinary scientific meeting. "Some Experiments on Diffusion in Solid Metals," by Messrs. J. W. Jenkin and C. H. Desch.

London (Western) Pharmacists' Association, Portman Rooms, Baker Street, W.1, at 8 p.m. Dance. Tickets (6s. 6d. each) from the secretaries.

Pharmaceutical Society of Great Britain (Bath Branch), Old Red House, New Bond Street, Bath, at 7 p.m. Whist drive and social evening. Tickets (3s. 6d. each) from Messrs. W. Cooper and W. H. Hallett, College of Pharmacy, Bath.

Friday, February 3

Edinburgh Chemists', Assistants' and Apprentices' Association, 36 York Place, at 8 p.m. "Notes on Enzymes," by Mr. M. Ritchie, Ph.C.; "The Materia Medica of the Leguminosæ," by Mr. J. J. Aitken; "Inflorescences," by Mr. Henry Stout, Ph.C.

Royal Institution of Great Britain, 21 Albemarle Street, W.1, at 9 p.m. "Photosynthesis," by Prof. E. C. C. Baly.

Westminster College of Pharmacy, Avondale (Lower) Hall. Dance. Tickets (2s. 6d.) from Mr. Alton Eden. Old students and friends invited.

A MEETING of the National Union of Commercial Travellers is to be held on January 27, at 7 p.m., at 24-28 New Oxford Street, London, W.C.1, to discuss: "Terms and Conditions of Employment. Is Negotiation Desirable?"

VOLUNTARY HOSPITALS' REPORT.—The eighth annual report of the voluntary hospitals in Great Britain (excluding London) has just been issued from 19 Berkeley Street, London, W.1, at 1s. (1s. 6d. post free). Following the customary statistics will be found a well-informed discussion, by several hospital officials, of the relationship between hospitals of this type and those maintained by public authorities.

Legal Reports

Injunction Granted.—In the Chancery Division of the High Court, London, on January 24, Mr. Justice Russell, in the action of the Apollinaris Co., Ltd., and others against Lant & Co., Ltd., heard a motion to restrain the defendants from infringement of patent by passing off for "Apollinaris," "Polly" or "Baby Polly," mineral water not manufactured by the plaintiffs. Mr. Bray, for the plaintiffs, said that the defendants were prepared to treat the motion as trial and to agree to a perpetual injunction, as asked, with an inquiry as to damages and costs, costs of the inquiry to be reserved.

Turpentine Liniment Prosecutions.—At North London Police Court, on January 20, Messrs. John Henry Smith (Chemists), Ltd., Stroud Green Road, N., Sydney P. Iles, Highbury Park, N., and the Bow Drug Stores, Ltd., Devonshire Road, N., were summoned for having sold turpentine liniment deficient in oil of turpentine to the extent of 56 per cent., 50 per cent. and 53 per cent. respectively. Mr. N. Robertson, the prosecuting solicitor, said the facts were similar to those in the cases before the Court a fortnight ago. Having regard to the fact that the samples were taken about the same period, he was prepared to withdraw the summonses on payment of £2 2s. costs. Heavier costs were imposed in the previous cases because of the professional witnesses. Mr. C. H. Kirby, solicitor for the defendants, pleaded "Guilty," and reminded the magistrate of his previous remarks that the chemists had acted in all good faith but had not technically complied with the law. The magistrate ordered each of the defendants to pay £2 2s. costs.

Patent Rights Appeal.—In the Court of Appeal, before the Master of the Rolls and Lords Justices Sargant and Lawrence, the hearing was continued on January 20, 23, 24 and 25, of the appeal of Sharp & Dohme, Inc., Baltimore, U.S.A., from the judgment of Mr. Justice Astbury dismissing with costs their action against Boots Pure Drug Co., Ltd., Nottingham, for the alleged infringement of their patent for "improvements relating to the manufacture of alkyl resorcinols" (*C. & D.*, December 17, 1927, p. 758). Sir Arthur Colefax having concluded his address on behalf of the appellants, Mr. Stafford Cripps followed on the same side. Mr. Whitehead, K.C., in opening the case for Messrs. Boots, said it was quite true, as Sir Arthur Colefax had stated in opening the appeal, that Mr. Justice Astbury had said there was no subject-matter in the plaintiffs' claim; but the judge had gone further and said that the claim had been clearly anticipated. His (counsel's) submissions were, and would be after dealing with the evidence, that the plaintiffs' patent was bad, not merely on the ground of want of subject-matter, but plainly also on the ground of anticipation. The hearing was again adjourned.

Dispute over Empties.—At Dundalk Civil Bill Court, on January 18, Evans Sons Lescher & Webb, Ltd., manufacturing chemists, Hanover Street, Liverpool, sued the Louth Board of Health for the sum of £15 15s., the amount of account due for empties by the medical officers of Nos. 1 and 2 Dispensary Districts, Dundalk. Mr. McGonigal, for the plaintiffs, said that in 1925 they entered into a contract to supply chemicals to the Boards of Health and dispensaries in the Free State for the period from October 1, 1925, to March 31, 1926. A large quantity of chemicals was supplied on requisition to Louth dispensaries. The chemicals had been paid for, but a considerable quantity of jars, bottles and other containers had not been returned, and the proceedings were in respect of these. Mr. Norman Woodward, accountant of the plaintiffs, giving evidence, said that in some cases bottles were broken and tins were so damaged as to be unrecognisable. In one instance eighty-four bottles returned belonged to a competitor of the plaintiffs. The latter handed these bottles to the firm in question, who had agreed to give credit to the defendants for them. In the case of some other bottles, not their property, plaintiffs offered, if they were able to make use of them, to pay 75 per cent. of the cost. Cross-examined by Mr. Roe: Am I right in saying that if your contract were renewed we would not have heard anything about these empty bottles?—I would not go so far as that. May I

take it that your firm were not pleased that the contract was not renewed?—No; I think it was probably the other way about. Further questioned, witness said that in Ireland their contract was attended with a good deal of difficulty, not alone in Louth, but elsewhere. Witness had seen "junk" that had been sent from Irish dispensaries, that would cost more to wash than the plaintiffs would get from the rag-and-bone merchants of Liverpool for it. Dr. Daly, medical officer of No. 2 Dispensary District, Dundalk, said that one medicine bottle was as good as another. They had seven years' accumulation of bottles, and sent on the lot. After further evidence the justice held that the plaintiffs were entitled to get back their own bottles and receptacles, and were only bound to allow for such. If they allowed for others to the extent of 75 per cent. of the cost, it was an act of grace. He gave a decree for £13 7s. 2d., with £4 expenses.

Dentists' Test Case.—In the Chancery Division of the High Court, London, on January 20, Mr. Justice Astbury heard a test action brought by Mr. Edwin Whitworth Tattersall, Mitchell Street, Ancoats, Manchester, against Mr. Robert Buckley Sladen, Oldham Road, Longsight, Manchester, with respect to the obligation of dentists to pay an annual fee for the retention of their names on the Register of the Dental Board. The plaintiff claimed a declaration that in view of the refusal of the defendant to pay the fee, the partnership between the parties had been duly dissolved by a notice in writing given by plaintiff under a provision in the partnership agreement for the giving of such a notice if either partner committed any offence under the Dentists Acts of 1878 or 1921 or if his name was erased from the Dentists Register or if he became disqualified from practising dentistry. The defendant denied that by reason of his refusal to pay the fee he had become liable to have his name removed from the Register. He said that the regulations were *ultra vires*, that the Board had no right to remove his name from the Register, and that accordingly he had not become disqualified from practising dentistry. Mr. Maugham, K.C., and Mr. Eardley-Wilmott appeared for the plaintiff; Sir Thomas Hughes, K.C., Mr. Nesbitt and Mr. Butterfield were for the defendant. Mr. Maugham said that the question was of vital importance to the Board, and different views had been entertained by the law officers of this country and of Scotland. The plaintiff contended that the regulation that a man could not retain his name on the Register unless he paid the annual fee was valid and reasonable. The case might ultimately go to the House of Lords. Sir Thomas Hughes said the matter was of considerable importance to a large body of people, because removal from the Register meant really expulsion from the profession. His Lordship: Until he pays the money? Sir Thomas Hughes: Until he pays the money and gets restored. Counsel added that, under the Dentists Act of 1878, when once a man had registered and paid the original fee no further fee was payable, and he could not be removed from the Register except at his own request or because of unprofessional conduct. There was nothing in the Act of 1921 which expressly authorised removal from the Register for non-payment of the retention fee. His lordship, giving judgment, said that under Section 7 of the Act of 1921 the Dental Board had a general power of making and erasing entries in the Register, and had power to prescribe a fee for retention of the name on the register for any year and to make regulations as to such fees. The defendant was registered after the Act of 1921 was passed, and he was subject to Section 7. It was not denied that a retention fee could be charged and recovered, but it was suggested that a person's name could not be erased from the Register for non-payment of the retention fee unless the Act contained a distinct provision to that effect. There was no such distinct provision in the Act of 1921. It seemed to him that if a man did not pay the fee to retain his name on the Register there was no alternative but to take the name off. He could not hold that the regulations were invalid. The defendant, by reason of the non-payment of the retention fee, became liable under the rules to have his name removed from the Register, and accordingly plaintiff was entitled to give him notice to dissolve the partnership. His lordship granted a declaration.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

BLACKPOOL PHARMACIES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, chemists' and druggists' sundriesmen, etc. The first directors are: J. Vaughan and G. A. Shaw. Solicitor: J. M. Dickinson, 46 Abingdon Street, Blackpool.

BERNARD PHILLIPS, LTD. (P.C.).—Capital £20,000. Objects: To carry on the business of pharmacists, chemists, druggists, drysalters, oil and colourmen, etc. The subscribers are: P. B. Phillips and F. W. Hunter. Solicitors: E. B. Gee & Co., 65 Coleman Street, E.C.2.

BALCOMB, LTD. (P.C.).—Capital £200. Objects: To acquire the business of Balcomb & Co., 11 Suffolk Parade, Cheltenham, chemists, druggists and wine merchants. The subscribers are: F. B. Jones and Kathleen Welton. R.O.: Holborn Viaduct House, Holborn Viaduct, E.C.1.

H. C. BROKENSHERE, LTD. (P.C.).—Capital £500. Objects: To carry on the business of exporters and importers of and dealers in hardware, tools, domestic utensils, soaps, perfumes, powders, scents, toilet requisites, etc. The subscribers are: H. C. Brokenshere and R. Henry. R.O.: 4 Windsor Court, Monkwell Street, E.C.2.

SPRINGATE & HARRISON, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of chemists and druggists carried on by Jane A. Harrison and F. Springate as the Brent Drug Stores, at 15 The Brent, Dartford, Kent. The first directors are: F. Springate, 15 The Brent, Dartford, chemist and druggist, and Jane A. Harrison, 61 The Brent, Dartford, chemist and druggist. R.O.: 15 The Brent, Dartford, Kent.

JOHN HARE & Co. (COLOURS), LTD. (P.C.).—Capital £30,000. Objects: To acquire the business of John Hare & Co. (Colour Works), and to carry on the business of manufacturers of and dealers in crude and fine colours, paints, white, and dry white lead, white lead in oils, white lead paint, red and orange lead, litharge, flake litharge, ship's anti-fouling composition, floor polishes, etc. The first directors are: C. F. A. Hare and T. Day. R.O.: Bath Bridge, Bristol.

IMPREX, LTD. (P.C.).—Capital £3,000. Objects: To acquire certain recipes for the mixing and manufacture of paints exclusively manufactured under the name Imprex, together with the trade mark registered under that name; to adopt an agreement with Gustav Ruth, A. G., of Wandsbek, Prussia, and to carry on the business of mixers, grinders and manufacturers of and dealers in paints, etc. The subscribers are: J. G. Little, G. C. Ollason. R.O.: 21 Harrington Street, Liverpool.

BEECHAMS PILLS, LTD., was registered as a "public" company on January 23, with a nominal capital of £2,250,000 in 2,000,000 participating preferred shares of £1 each and 5,000,000 deferred shares of 1s. each. The preferred shares rank first for a fixed cumulative preferential dividend of 8 per cent., and take a further non-cumulative dividend not exceeding 2 per cent. after the deferred shares have had a non-cumulative dividend of 8 per cent. Any residue goes to the deferred shares. In a winding up, the preferred shares rank first for repayment of capital and arrears of fixed dividend, but participate no further. Voting powers—one vote for each preferred share and one for every five deferred shares. The objects are to acquire from P. E. Hill the business of pill manufacturers agreed to be acquired by him from the Beecham Estates & Pills, Ltd., at St. Helens, Lancs, and elsewhere, and the premises, stock-in-trade and other property occupied, held and used for the purposes thereof, and certain deferred shares in the Veno Drug Co. (1925), Ltd., and to carry on the business of manufacturers of and dealers in pills, specifics and patent medicines, proprietary articles, toilet requisites, etc. The minimum cash subscription is seven shares. The subscribers (each with one preferred share) are:—H. A. Norton, 26 Barnsbury Park, N., solicitor's clerk, E. G. White, 50 Hillside Road, S.W.2, solicitor's clerk, and five other solicitors' clerks.

The first directors are to be appointed by the subscribers. Qualification, £1,000 shares. The directors are not entitled to any remuneration in any year unless 25 per cent. is paid on the deferred shares. Subject as above, they are to receive £3,000 per annum and any further sum voted by the company in general meeting, divided between them. No debentures or debenture stock (except to secure bankers' or other loans incurred in the ordinary course of business) shall be created without the sanction of an extraordinary resolution of the preferred shareholders passed at a separate meeting, nor shall the directors, without the sanction of a general meeting of the company, borrow or raise any sum which shall make the amount outstanding exceed the nominal capital for the time being. Solicitors: Clifford Turner, Hopton & Lawrence, 81-87 Gresham Street, E.C.2. R.O.: 55-56 Pall Mall, S.W.1.

ERASMIC Co., LTD.—Mr. M. I. Rosekilly has been elected a director.

SANGER-SHEPHERD & Co., LTD.—At a meeting held in London on January 5, it was resolved that this company be wound up voluntarily. Mr. Brooke Sheldon, 36 Walbrook, London, E.C.4, was appointed liquidator.

CAMWAL, LTD., report a net profit for the year to September 30, 1927, of £1,220 (against £4,753), making available, with £1,871 brought forward, £3,091. A dividend of 2½ per cent. is declared on the 5 per cent. cumulative preference shares, and £1,854 is carried forward.

G. B. KENT & SONS, LTD.—The report for the year ended September 30 states that, after allowing for bad and doubtful debts, depreciation, etc., there is a balance of profit of £4,323 12s. 2d., to which have to be added the balance brought forward from the previous year, and transfer fees. On the other hand, there are to be deducted interest on mortgages, loans, etc., directors' fees and interim dividend duly paid on the preference shares. The expected revival in trade, which was confidently predicted on the cessation of the coal dispute, failed to make much progress during the period under review. This disastrous conflict has left the trade of the country, particularly the heavy industries, in such an impoverished condition that business at remunerative prices has been difficult to obtain. Added to this, competition from abroad has been very keen, though it is hoped that an application now pending under the Merchandise Marks Act will favourably affect certain classes of brushware in which the company is greatly interested. The results of the past year were further affected by lower prices, but the directors consider that the business of the current year has been sufficiently satisfactory to warrant their having paid the preference dividend due on January 1, for which, as will be noticed, they have provided partially by utilising the balance of the property and equipment reserve, no longer needed for its original purpose. This will leave a balance of £677 to carry forward.

Bankruptcy Proceedings

Re Edward Chatwood Burton, trading as the Golden Lion Pharmacy, 241 London Road, Westcliff-on-Sea, Essex, chemist and druggist. The receiving order hereon was made on a creditor's petition. The first meeting of the creditors was held recently at 29 Russell Square, W.C., and a statement of affairs presented which disclosed liabilities of £1,919, against net assets of £598. The following are creditors:—Burgoyne, Burbidges & Co., Ltd., £97; Redgrave, Butler & Co., Ltd., £180; Crowston Supply Co., Ltd., £139; May, Roberts & Co., Ltd., £120; Yardley & Co., Ltd., £130; Butler & Crispe, £170; C. W. Beale, £116; G. Grossmith & Co., Ltd., £36; Veno Manufacturing Co., Ltd., £21; Allen & Hanburys, Ltd., £35; Palmolive Co., Ltd., £44; Rennard Cosin, Ltd., £26; Parfumeries de Paris, Ltd., £28; Suttley & Silverlock, Ltd., £14; A. H. Cox & Co., Ltd., £14; D. & W. Gibbs, Ltd., £12; E. C. De Witt & Co., Ltd., £20; Brook, Parker & Co., Ltd., £16; Keene Trading Co., Ltd., £10; Speat, £300; T. H. Ward & Co., Ltd., £50.

Pharmaceutical Society of Great Britain

Qualifying Examination Results

THE following are the results of the Pharmaceutical Society's Qualifying examination held in Edinburgh this month.

	No.	PRELIMINARY SCIENTIFIC				CHEMIST AND DRUGGIST QUALIFYING			
		Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for whole examination ..	3	2	1	—	—	—	—	—	—
Entered for C. & D., and referred subject in Prelim. Se. ..	2	—	—	—	2	—	2	—	—
Entered for Prelim. Se. only	65	5	11	17	32	—	—	—	—
Referred subject in Prelim. Se. only ..	33	1	—	—	32	—	—	—	—
Entered for C. & D. only ..	57	—	—	—	—	7	17	21	12
Referred subject in C. & D.	34	—	—	—	—	—	—	8	26
	194	8	12	17	66	7	19	29	38

Referred in one subject :—Botany, 2; chemistry, 15; pharmacognosy, 6; pharmacy, 21; pharmaceutical chemistry, 2; total, 46.

CHEMIST AND DRUGGIST QUALIFYING EXAMINATION

The following, having satisfied the examiners, have been registered as chemists and druggists :—

Ainsworth, H. H., Leeds	Morrison, T., Milton of Campsie
Aitken, J. I., Edinburgh	Murphy, P. L., Glasgow
Ballantyne, T., Glasgow	Murray, J. C., Lossiemouth
Bell, W. G. Durham	Palmer, R. V., Leeds
Bruce, D. J., Aberdeen	Paul, Margaret A., Shettestone
Cowie, W. F. W., Edinburgh	Philp, J., Glasgow
Downie, H. J., Rosehearty	Pickford, I. McG., Aberdeen
Florence, W. H., Glasgow	Raine, Jennie E., Middleton-in-Teesdale
Fyfe, A. G., Falkirk	Scott, Mary C., Dundee
Gillies, A. H., Edinburgh	Small, D. C., Perth
Gray, E. A., Hull	Smiedt, C., Kroonstad
Hewetson, N. E. B., Carlisle	Smith, C. A., Dunfermline
Hogarth, J. R., Galashiels	Thomson, J. McD., Edinburgh
Humphries, T., Bolton	Tulip, W., Newcastle-on-Tyne
Johnston, J. B., Glasgow	Yearly, Annie, Fauldhouse
Johnston, R. A., Dalkeith	Young, A., Glasgow
Kelly, Mary C., Leeds	
Kerr, W. F., Glasgow	
Lamb, J. C., Largs	
Milne, Elsie H., Juniper Green	
Milton, Annie McK., Aberdeen	
Moir, J. C., Sauchen	

Branch Meetings

Bradford.—Members and students were addressed recently by Dr. J. H. Burn, director of the Society's Pharmacological Laboratories, on *Pharmacology in Relation to Pharmacy*. Mr. F. J. Dyer, Ph.C. (Bradford Technical College), presided, supported by Mr. R. A. Cross, chairman of the Branch. Dr. Burn's address, which was illustrated by diagrams and tables, was largely devoted to an account of the physiological testing of digitalis and other preparations. Dr. Burn contended that it was the business of the chemist, so far as lay within his power, to see that the preparations he sold were as uniform as possible and up to standard, whether

the doctor concerned insisted on uniformity or not. In the case of digitalis, he urged that chemists should see that it was physiologically standardised and as nearly as possible in accord with the international standard. Mr. Dyer said it was a privilege to pay tribute to the work being done by the pharmacological laboratories of the Society. In answer to a question by Mr. J. W. Cooper as to whether any cod-liver oil, from which vitamin D had been removed by industrial process, was likely to get on the market for medicinal purposes, Dr. Burn said he hoped not, though he knew of nothing to prevent it; it could only be tested biologically. He believed much of such oil went into use in the leather trade. In reply to Mr. Cross, Dr. Burn said that tincture of digitalis could probably be kept in stock up to about a year without noticeable deterioration. Liquid extract of ergot was by no means so easy to keep, and he thought if it were kept six months it would lose anything up to 60 per cent. of activity. A vote of thanks to the lecturer was proposed by Mr. Cooper. During the evening Dr. Burn was called upon to present prizes, provided by the Branch, to the day and evening students at the pharmacy courses.

Bolton.—A meeting of the Bolton and District Branch of the Pharmaceutical Society was held recently, Mr. F. Brindle in the chair. A hot-pot supper was provided, after which a toast to the Society was proposed. Mr. Hines (member of Council) replied. Mr. Hines gave an interesting address on the finances of the Pharmaceutical Society and the work of the committees. It was pointed out that the expenses per member amounted to £3 7s. 8d. per annum. A discussion followed. A collection was taken for the Benevolent Fund, which realised £5 12s. 6d.

Leicester.—At a joint meeting of the Leicester and Leicestershire Branches of the Retail Pharmacists' Union and the Pharmaceutical Society, held recently, the chairman of the R.P.U. branch, Mr. E. A. A. Fry, initiated a discussion on *The Ethics of Pharmacy*. Taking ethics as meaning principle, duty, morality and custom, Mr. Fry asked whether as a body pharmacists were falling away from that standpoint. Fifty years ago their position was very dignified and strongly characteristic. Could we say the same of the modern chemist? Even limited companies realised this importance of the word "chemist," and made use of it for a purpose. Our dynamic force as chemists was being lessened by dabbling in things not connected with pharmacy. The display of carboys was now too rarely seen, and he would welcome a trade-mark or design to be evolved by the Retail Pharmacists' Union. He deplored the unscrupulous advertising of quack medicines, and was surprised that chemists, as an educated body, should allow themselves to be made the means of selling such things. Mr. A. E. Young pointed out that pharmacy became an organised calling at the beginning of the industrial period. The status of the pharmacist was more often than not dependent upon himself. He agreed with the compulsory membership of the Society, but saw difficulties in the way. Mr. Mellor and Mr. Westhead favoured compulsory membership. Mr. Clark asked what caused the absence of young members from meetings. Mr. Ward did not think chemists were in quite the condition that Mr. Fry had stated. After further discussion Mr. Martin proposed a vote of thanks to Mr. Fry. The following resolution was passed and a copy was forwarded to the proprietors of *Aspro*:—"This meeting views with great disfavour the policy of encouraging the sale of potent drugs through the hands of untrained persons who have no knowledge of the properties of the substances handled."

Preston.—A meeting of the Preston Branch was held on January 17. Mr. F. Pilkington Sargeant, who addressed the meeting, gave an interesting speech. The meeting closed with a vote of thanks to Mr. Sargeant for inside information he had been able to give.

Thanet.—A meeting of the Thanet Branch of the Pharmaceutical Society was held at Ramsgate recently, Mr. F. Pyman in the chair. Mr. French (Sittingbourne) gave an address on the N.H.I. position. On the motion of Mr. Bailey, a vote of thanks was accorded to the speaker.

Pharmaceutical Society of Ireland

Council Meeting

At the monthly meeting of the Council of the Pharmaceutical Society of Ireland, held on January 10 (*C. & D.*, January 21, p. 68), the following were elected to membership:—

Mr. Denis V. Sullivan, Ph.C., 31 Washington Street, Cork, and Mr. Daniel J. Broly, Ph.C., Ballykelly, co. Derry (proposed by Mr. Roche and seconded by Mr. P. Kieran); Mr. Henry Francis Moore, Ph.C., 130 Royal Avenue, Belfast, and Mr. Hugh Patrick Crossin, 130 Donegall Street, Belfast (proposed by Mr. Warwick and seconded by Mr. Kerr).

The following were nominated for membership:—

Mr. Michael Mahony, Ph.C., the Medical Hall, 23 High Street, Kilkenny (proposed by the President and seconded by Mr. Brooke Kelly), and Mr. Charles H. Fielding, Ph.C., 66 St. Patrick Street, Cork (proposed by Mr. Fielding and seconded by Mr. Kerr).

Pharmaceutical Society of Northern Ireland

Council Meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Northern Ireland was held on January 20 in the Society's headquarters, Belfast, the President, Mr. A. C. McBride, J.P., in the chair. There were present also:—Messrs. H. Todd, J.P., J. E. Connor, J.P., H. Lancashire, J.P., S. Gibson, J.P., R. I. Edwards, Fred. Storey, W. J. Hardy, W. S. Taylor, W. J. Rankin, J. F. Grimes, Jr., J. Dundee, W. E. Wilson, W. Martin and J. C. Culbert, Professor Small, Dr. S. E. A. Acheson, Mr. David Kirkpatrick (secretary). The President welcomed Mr. Wilson to the Council for the first time as a pharmaceutical chemist, and Mr. Wilson replied.

A request was received from Roscrea, co. Tipperary, from a man who qualified in Dublin, 1927, and passed the R.D. examination at the same time, asking to be allowed to become a member of the Northern Society.

The SECRETARY said they had no power to grant the request, and it was pointed out that until there was reciprocity with the Free State nothing could be done.

LAW COMMITTEE

The Law Committee reported having considered the regulations dealing with methylated spirit and ether. They recommended that under Regulation 3 a reasonable allowance for loss by evaporation should be allowed, and under Regulation 6 (c) prescriptions from veterinary surgeons should be included. Under Regulation 8 anæsthetic ether, if made from methyl alcohol, must conform to these regulations.

Mr. STOREY said that meant that all anæsthetic ether must conform to the regulations.

The PRESIDENT said they had pressed the Home Office all they could, and regarding methylated spirit, the inspector would be the judge and due losses would be allowed.

Mr. RANKIN asked had the new regulations regarding the sale of methylated ether come into force yet.

The SECRETARY said that Act was in force since January 1.

Mr. STOREY said it was subject to the regulations which were not yet gazetted.

The report of the committee was adopted.

POISONS COMMITTEE

The PRESIDENT said that a deputation from the Ulster Retail Drug Trade Association, consisting of Messrs. Orr, Taylor and Abernethy, had waited on the committee regarding poisons. The committee was able to satisfy them in every matter they brought forward. The deputation wished information regarding agricultural poisons, but was unable to produce any evidence that parcels had been broken up by those not entitled to do so. The committee told them what had been done by the Council.

Mr. TODD: And they congratulated the Council on what had been done.

The PRESIDENT: They went away satisfied.

APPRENTICES' LATE HOURS

Professor SMALL mentioned the matter of the Shop Hours' Act, instancing a case where an apprentice was kept at work till 10.30 for three nights a week.

Mr. STOREY said the loophole in the present Act was that a chemist could keep open for handling prescriptions till any hour.

Mr. DUNDEE thought this was an isolated case.

Professor WREN: I am afraid, from my experience, there is a great amount of it.

Mr. CULBERT: Have we not power under the Act to make regulations regarding apprentices? Should we not tackle the problem?

Mr. BADGER said it should be tackled, if those things about long hours were true.

Mr. CULBERT: Whether they are true or not it should be tackled.

The PRESIDENT suggested referring the matter to the Law Committee. They were anxious that apprentices should have proper facilities for study.

Mr. CONNOR said the question of regulations had been up before, and they decided to take no action on the ground that it would interfere with the rights of the employer.

The SECRETARY said the Council decided they would not have indentures, and without indentures they had no power.

The matter was referred to the Law Committee, and the case brought up by Professor Small was left in the hands of the secretary for investigation.

RECIPROCITY WITH FREE STATE

The PRESIDENT said he had got a splendid reception from the Council in Dublin with his colleagues. The question of reciprocity with the Free State, however, met with a lukewarm reception, and he believed it had been turned down at a meeting at which Mr. Culbert and Mr. Storey were present, but at which he was not.

Mr. STOREY said that for the conference of the Free State chemists four or five hundred invitations were sent out and about fifty people turned up. Papers were read by Dr. Walsh and Mr. Brooke Kelly on the question of reciprocity. Some were for and some against, but the vote was unanimously against reciprocity. The proposals of the Dublin Council in connection with the forthcoming Bill contained power to take reciprocity. The Northern Society wished reciprocity with the Free State, but the question was still in an obscure condition. The vote did not tell them much, and too much reliance need not be placed on it. He spoke to quite a number of chemists who were in favour of it, but were not so keen on reciprocity with England.

New Books

Lawrence, R. D.—*The Diabetic Life*. 3rd edition. 8 in. by 5½ in. Pp. 185. 8s. 6d. J. & A. Churchill, 7 Great Marlborough Street, London, W.1. [Written for medical men "and their patients, for the latter invariably come to know a great deal about their illness..." Accordingly, such details of technique as the method of injecting insulin are given. The fact that only a year has passed since the second edition of the work appeared indicates a considerable demand for it. Several tables and a chapter on synthalin are among the principal features of a well-written treatise.]

Austin-Leigh, E.C.—*A List of English Clubs in All Parts of the World for 1928*. 4 in. by 6½ in. Pp. 197. 7s. 6d. Spottiswoode, Ballantyne & Co., Ltd., New Street Square, London, E.C.4. [This volume, now in its thirty-sixth year of issue, contains information concerning 3,950 clubs used by English-speaking people in various parts of the world. An alphabetical index to provincial clubs follows the club-names, and in the body of the work the clubs are entered under the respective town-names. Special attention has been given to golf clubs.]

A Chapter of History

Some Particulars Relating to the Amalgamation of Two Old-established London Houses

THOUGH healthy competition is an excellent stimulant in business affairs, there are times when greater success is attained by amalgamation of interests. For various reasons there has, since the war particularly, been a



MR. E. T. NEATHERCOAT, PH.C.

marked tendency towards co-operation, if not complete fusion, on the part of firms carrying on businesses of a similar or accessory nature. Pharmacy, both wholesale and retail, has provided several examples of recent years, but it is questionable if any instance has been of greater general interest to the trade than that which was announced in last week's issue of THE CHEMIST AND DRUGGIST (p. 80), namely, Savory & Moore, Ltd., and John Bell & Croyden, Ltd. Speaking to a C. & D. representative a few days ago, Mr. Arthur L. Savory, Ph.C., truly described

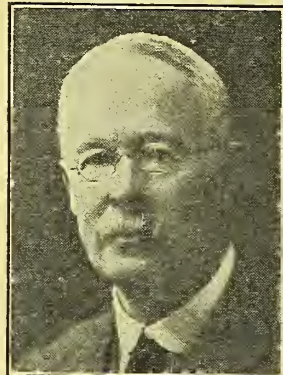


MR. ARTHUR L. SAVORY, PH.C.

the amalgamation as a noteworthy event in British pharmacy, for few, if any, pharmacies in the world can claim to be better known than these two. The house of Savory & Moore was established on the spot still occupied by the company somewhere about the year 1780, by an apothecary named Paytherus. In 1797 he was joined in partnership by Thomas Field Savory, and before long the business, which acquired the style of Paytherus, Savory & Co., began to grow in importance. Bond Street was then, as it still is, one of London's most fashionable thoroughfares, and this business early acquired a high reputation. On the retirement of Paytherus, in 1811, Mr. T. F. Savory took into partnership an apothecary

named Thomas Moore, who, at the time of joining him, was in extensive practice in another part of the town, which practice he continued after joining the firm. This change originated the title which has become so familiar wherever British pharmacy is known. After a time Mr. Moore retired, and Mr. T. F. Savory admitted into partnership his nephew, John Savory, who afterwards succeeded to the entire possession of the business. Mr. T. F. Savory was the inventor of seidlitz powders, the patent for which was taken out in August 1815. It was also during his time that Dr. Jenner (of vaccination fame) introduced the now well-known absorbent digestive lozenges, which are still one of the company's specialities. In 1832 Mr. Savory was appointed by King William IV a gentleman of His Majesty's Most Honourable Privy Chamber in Ordinary. Mr. T. F. Savory died in 1847. John Savory took a prominent part in the discussions which resulted in the formation of the Pharmaceutical Society, and became president of that body in 1844. On the death of William Allen, Mr. C. J. Payne was elected to the presidency of the Society, with Mr. John Savory as vice-president. Mr. Payne resigned a few months later, and Mr. Savory succeeded to his office. In John Savory's time, too, Savory & Moore's Food was first introduced to the public.

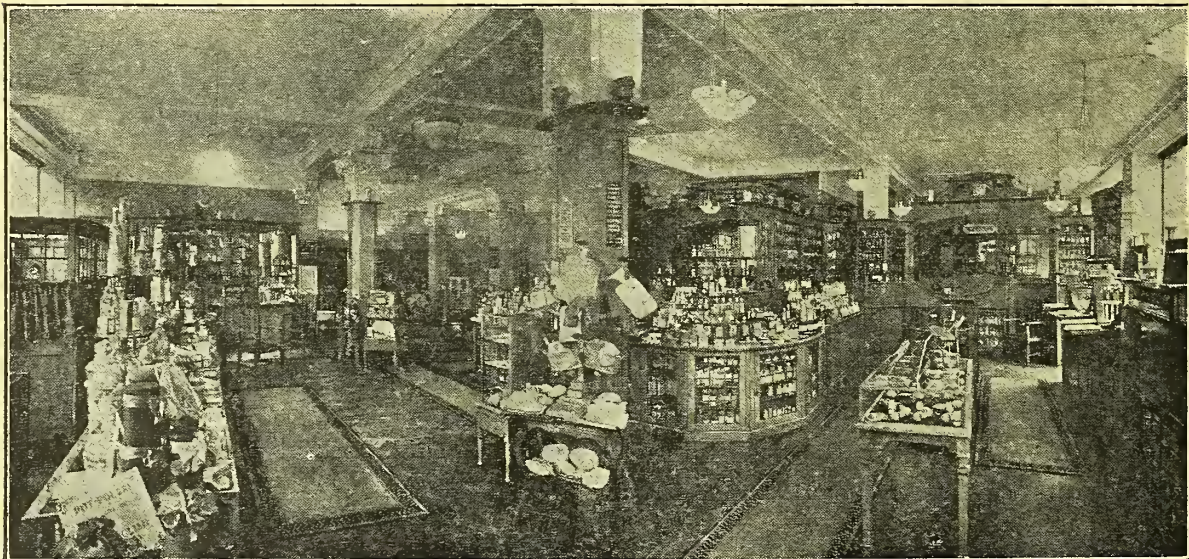
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MR. J. E. SAUL, F.I.C., PH.C.



MR. ERNEST J. C. SAVORY



INTERIOR OF THE WIGMORE STREET PREMISES—JOHN BELL & CROYDEN, LTD.

The firm played an important part in the Crimean War in respect of medical and surgical equipment, which, to say the least, was far from efficient even for those days. The War Office approached Mr. John Savory, and it was largely owing to his efforts that matters were so much improved. John Savory had two sons, who were both with him in the business. The elder one, Thomas, predeceased his father; the younger, Charles Harley, succeeded to the business on the death of his father in 1871.



MR. ERNEST A. UMNEY, PH.C.

Mr. William Robert Barker joined Mr. C. H. Savory as partner, and the association was continued until the death of the latter in 1874. Mr. Barker was then associated with Mr. Arthur Ledsam Savory (the present principal), the eldest son of his late partner, and Mr. Charles Ekin, who joined the firm about 1883. In 1902 the business was converted into a limited company, the first directors being Messrs. Savory and Ekin.

Dr. Charles Savory, son

of Mr. A. L. Savory, was for some time connected with the business, but he is now a surgeon in the Navy. Besides their original pharmacy in New Bond Street, the company have branches in Chapel Street (established in 1849) and Lancaster Gate (established in 1864), while a few years ago they acquired the well-known businesses of Dinneford & Co., New Bond Street, and Godfrey & Cooke, Conduit Street. The last-named, it may be mentioned, was founded in 1680. More recently still the business of J. Lloyd Bullock & Co., Hanover Street, has been taken over.

The history of John Bell & Croyden, Ltd., is one which commands respect from all chemists, and it might well prove an inspiration to the younger generation. Notable events connected with the company have been recorded in the *C. & D.* as they occurred, while on the occasion of the centenary there was an illustrated article dealing with this epoch, and later developments were again under review in 1921 (*C. & D.*, 1921, I, 892). Founded by John Bell, in Oxford Street, in 1798, the actual day on which



THE NEW BOND STREET PREMISES

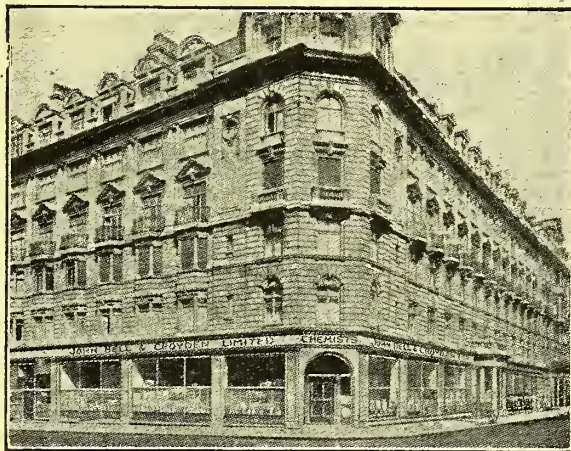
the shop was opened is not known, but the first entry of the oldest day-book of the house is:—

1798, 12 Mo. 8. M. D. Percival 123 Oxford Street.

ll. viii. sulph. viv. 3½ 2-4

Success was only achieved after a hard struggle; in fact, at the end of the first year John Bell found he had lost money. Shortly after, however, the business began to

prosper, and in 1819 he took into partnership Thomas Zachary and John H. Walduck; their association continued till 1836, when the two junior partners retired, Jacob Bell and his younger brother, Frederick John Bell, taking their places. The founder of the business died in 1849; Jacob Bell then became the sole proprietor, his brother's connection with the business having ceased two years previously. In 1852 Thomas Hyde Hills joined Jacob Bell as a partner. Seven years later Jacob Bell died at the early age of forty-nine, bringing to a close sixty years of the firm's history. The second sixty years seems, in retrospect, a span easily bridged, owing to the long connection of T. H. Hills's nephew, Mr. Walter Hills, Ph.C., now living in retirement, with the pharmacy. In 1908 (Mr. J. R. Wretts, Ph.C., Mr. E. W. Lucas, Ph.C., and Mr. J. Stuart Hills, Ph.C., having meanwhile acquired interests) the wholesale and retail sides of the business were separated. Joined by Mr. John D. Marshall as the managing director of a limited company, Messrs. Walter Hills, Lucas and Wretts removed to Wigmore Street, acquiring the business founded by the late Mr. Charles Croyden (an old "Bell's" assistant) many years



EXTERIOR OF JOHN BELL & CROYDEN, LTD.

before, and then owned by Mr. Marshall. From the first the new pharmacy, with its oak fittings, Jacobean furniture, carpets, and old china, was recognised on all hands as a triumph of fine taste; and this impression was deepened when the Lord Mayor of London opened the enlarged pharmacy in 1912 (*C. & D.*, 1912, II, p. 693). In 1921 a new company was formed to take over the businesses of John Bell & Croyden, Ltd., and Langham Bros., Ltd., fine chemical and perfumery makers, London, W.13, the directors being Sir Sidney R. Alexander, Kt., M.D., J.P.; Mr. John D. Marshall, Mr. C. A. P. Langham, Mr. C. V. Faviell, Mr. J. R. Wretts and Mr. W. L. Langham. Later the company took over the business of Arnold & Sons, surgical instrument makers, and of late a number of changes have taken place, including the resignation of Messrs. Marshall and Wretts. The new company which has been formed to take over the businesses must be unique in the annals of British pharmacy. The chairman and managing director is Mr. E. T. Neathercoat, C.B.E., Ph.C., the other members of the board being Mr. Arthur L. Savory, Mr. Ernest J. C. Savory, Mr. Ernest A. Umney (Wright, Layman & Umney, Ltd.) and Mr. J. E. Saul, F.I.C., Ph.C., who has for some time been a managing director of Savory & Moore, Ltd. It will be seen, therefore, that the traditions of the businesses are likely to be well maintained, for while the founders of each business were connected with the foundation of the Pharmaceutical Society, of the new directors, Mr. Neathercoat has been president, and Mr. Arthur L. Savory a member of the Council of the Society, and Mr. Saul was at one time an examiner.

THE death of Herr Ferdinand Mühlens, head of the 4711 Eau de Cologne house, is announced in a Reuter telegram from Cologne dated January 13.

Spa Treatment in Britain

A MEETING of the Western (London) Pharmacists' Association was held on January 19, the president (Mr. C. G. Bonner) in the chair. The principal event of the evening was a lecture by Mr. John Hatton, secretary of the British Spa Federation, on "Spas and Spa Treatment in Britain," of which the following is an abstract:—

Natural mineral waters have been used since the earliest ages, while the employment of baths, doubtless in the treatment of disease, can be traced in this country as far back as the Neolithic Age. Many of the mineral springs themselves were flowing even in remote geological periods. It has just been established that some of the Harrogate waters date back 20,000 years, and geological experts say that the hot springs of Bath were, in all probability, flowing even before the Avon carved out the great river valley itself. There is, I think, little doubt of the pre-Roman use of the hot springs, and the irregular plan of the chamber surrounding the King's Spring, curiously unlike the usual Roman practice, has suggested to some antiquaries that the Romans built upon the lines of existing walls.

The broad principles underlying spa treatment have been summarised by Edgecombe under seven heads:—

(1) The securing of increased elimination of waste products through the bowel by means of waters having an aperient action; through the kidneys by waters having a diuretic effect; and through the skin by baths having a diaphoretic action.

(2) The acceleration of interchange between blood and tissue fluids brought about by change in the circulation and the flow of tissue lymph excited by mineral water baths, massage, douches, and other bathing procedures.

(3) The resultant dislodgment of waste products from the tissues and the more rapid supply of fresh nutriment from the blood leading to improvement in general metabolism, to increased bactericidal power of the blood, increased resistance to disease, and increased power of recovery.

(4) The regulation of the intake of food by suitable dieting according to the needs of the particular cases.

(5) The regulation of the amount of exercise or rest.

(6) The securing of conditions having a psychological effect, the importance of which is not to be under-estimated; such as change of scene and surroundings, absence of work and worry, and the provision of suitable occupation and recreation.

(7) The removal, where possible, of the cause of the disease—for example, the removal of any discoverable source of local or general infection.

THE SELECTION OF A SPA

Bearing in mind the broad principles already enunciated, it will be seen, to quote Dr. Fortescue Fox, one of our greatest authorities on spas, that "all cases showing chronic toxæmia may well be considered for spa treatment. The same is true of the large number of persons who fail in health in middle life, with signs of cardio-vascular disturbance or nervous breakdown. To these should be added high blood-pressure and hyperpiesia, the chronic arthritic diseases (rheumatism, gout and the various forms of arthritis, and this group, I suppose, forms quite the largest), chronic catarrhal dyspepsia, constipation and many cases of glycosuria and obesity." Dr. Edgecombe groups them a little differently, adding one or two. There is, I think, an increasing care in the selection of the most suitable spa for any particular case. The time is passing when all spas are recommended for all cases.

Immersion in the mineral water is practised at all the spas. When something more vigorous than mere immersion is required, perhaps some form of douche-massage may be ordered. This is generally one of three methods. In the Aix douche the patient is seated on a wooden stool and subjected to affusion by a warm, or hot, douche at low pressure while massage is administered by one or two attendants. This is usually followed by a short application of a jet douche at high pressure, or by a needle douche or both. It has a stimulating effect on general metabolism, and is used especially in relieving the local lesions of fibrositis. The Vichy douche is a similar form of treatment, but the patient is reclining on a table while a series of spray douches plays upon him. It is specially convenient when massage of the

abdomen or the lumbar region is required. There is a modification of the Vichy douche which is largely used at Buxton, where it is known as the Buxton massage. Instead of the canvas- or rubber-covered table with the horizontal series of sprays, the patient lies in a shallow, plated bath partly immersed in water, and the douche proceeds from a single rose spray attached to a rubber pipe carried over the masseur's shoulder. Scottish and alternating douches are jet douches at high pressure in which a very hot application is followed by a very cold one—a powerful stimulant useful in certain phases of neurasthenia. Throat and nasal douches, in which the mineral water is atomised by compressed air, the radio-active gas given off from the springs, or by other means, are found extremely useful in some chronic inflammatory conditions of the upper respiratory tract. At Bath the natural radio-active gas given off from the springs is also administered by inhalation. Lavage of the colon, by the method known as the Plombières douche, is very largely employed, especially at Harrogate, Buxton and Bath. The treatment is chiefly applicable to cases of mucous colitis, chronic constipation, intestinal atony and the like, and it has a special value in the after-effects of many cases of obscure alimentary toxæmias.

ACCESSORY TREATMENTS

Of moist heat treatments the vapour bath is one of the most valuable. Given to the whole body, except the head, or locally, by means of the Berthollet bath, for one or more limbs, a high temperature, under control, can be obtained and profuse sweating induced. In certain cases paraffin-wax baths are employed, in which the extremities are immersed in molten paraffin wax. Heat and weight are found in the peat, or moor baths, which are given at Strathpeffer, Harrogate and Buxton. The ferruginous peat of the neighbouring moors, containing free peaty acids, is cut, exposed to the influences of weather, ground to the requisite degree of fineness, mixed, usually with mineral water, to the consistency of thick porridge, and heated to whatever temperature may be ordered. The support given to the body when surrounded by a compound of such high specific gravity favours muscular relaxation to a marked degree, and acts as a general sedative to the nervous system. It has considerable value in some skin conditions, and in some certain pelvic disorders and in some other diseases. Dry heat treatments, the heat obtained electrically, luminous and non-luminous, are in general use for relieving pain in the more acute conditions. The larger spas have very complete electro-therapy departments. The Bergonie system for the treatment of obesity is interesting. By means of electrically-induced rhythmical contractions of various muscle groups the patient, loaded in the parts requiring treatment, with bags of sand, loses weight in a quite amazing manner. Ultra-violet radiation is also taking its place as a useful adjunct in a complete system of physical treatment. Massage is, of course, largely used at all the spas, and mechanotherapy is employed at Bath and Harrogate. The Zander department at Bath contains a range of beautifully constructed machines, designed by Dr. Gustav Zander, the famous Swedish orthopaedist.

The British Spas Federation was formed ten years ago with the object of exchanging ideas and generally co-operating, where combined effort would be helpful, in making the British spas more efficient and better able to meet foreign competition. Among other things the Federation is at present engaged on standardising the method of showing the chemical analyses and physical and other data relating to the various mineral waters. (The International Society of Medical Hydrology is endeavouring to do the same thing internationally.) Later, we intend to develop the further chemical and physical investigation of the British springs. There are other springs of value in this country, some scarcely used at all; others, I hope, qualifying for membership of the Federation; but there is one other member I have not mentioned—the Government of New Zealand—which represents that great group of spas in the thermal region of New Zealand, of which Rotorua is the best known, in which the British Empire possesses what is probably the most wonderful country in the world for thermal springs and natural sources of hot mud.

The Solvency of the Drug Fund

Abstract of an address given to the conference of delegates of the provincial centre connected with the National Union of Trade Union Approved Societies in Manchester, on January 17, by Mr. J. A. Speed, clerk to the Lancashire Insurance Committee.

THE author first summarised the events leading up to the tariff and terms of service for chemists, which came into operation on January 1, 1916. It was agreed, he continued, that the duty of investigating excessive prescribing should continue to be left to Panel Committees, but provision was made under the Regulations for investigation being carried out by the Ministry of Health directly, and the cost charged to the Panel Committee in cases in which the Panel Committee failed to carry out this duty satisfactorily. In 1923 the Ministry complained that considerably less than half of the Panel Committees appeared to have given any consideration to the matter, and some of these had shown disinclination to investigate so large a proportion of the cases as appeared to the Ministry to be advisable. It was recognised that probably there would be many cases where individual members of the Panel Committees could not spare the time that would be necessary for thorough investigation of the facts, and the Ministry, exercising its reserve power of carrying out the Regulations, decided to invoke the assistance of the regional medical staff. Each Panel Committee was asked to appoint a subcommittee to carry out the primary investigation in conference with the regional medical officer, and the subcommittee would decide as to the cases in which doctors would be called for explanation. Appeals by practitioners against decisions of Panel and Insurance Committees on the question of excessive prescribing would be heard, not by officers of the Ministry, but by independent referees. But in spite of all this, the cost of drugs and medicines continued to soar higher and higher.

THE GRAPH LINE

It is very strange that whenever an epidemic of sickness was experienced and the graph line of the prescribing chart made a very steep ascent, this line rarely returned to what might have been expected as its average height when the epidemic subsided, but always continued its course on an appreciably high level. When one compares the unequal demands for drugs in different parts of the country, one marvels at the patience of the Treasury in delaying so long their determined break with the medical benefit drug fund. Yet country doctors carry on with a drug allowance of 2s. 3d. per patient. Under the new arrangements the chemists in England and Wales have collectively accepted liability for the provision of all the drugs and appliances prescribed for insured persons by Insurance practitioners, and in return receive collectively the maximum amount available for the purpose. The Minister has undertaken that during the currency of the new agreement the sum available per annum for the whole of England and Wales shall not be less than 2s. 9½d.; so far as can be ascertained, for 1927 will be not less than 2s. 10½d. Chemists receive payment in full for all drugs supplied, and any discounting comes off the dispensing fees. The present rate of provisional dispensing fee discount is 33½ per cent. Chemists also renew their interest in the subject of excessive prescribing by Insurance practitioners, a very onerous and unpleasant matter for chemists to handle. The Insurance practitioners at a recent conference expressed the opinion that the new arrangements made by the Ministry with Insurance chemists as to dispensing of Insurance prescriptions was contrary to public policy. The Insurance Acts Committee of the British Medical Association in a recent circular to Insurance practitioners state:—

"The growing demands on the drug fund, demands which are very unequal in areas in which the circumstances seem very similar, are a source of great anxiety to the Insurance Acts Committee, which believes, however, that this is a problem which can and ought to be solved by Insurance practitioners themselves. If these demands increase there will undoubtedly be a call for an inquiry which could not be resisted.

It must be remembered that the system of panel medical treatment was not suggested by the medical

profession, and that the average young general practitioner is well-nigh compelled to adopt the Insurance Committee service. It has been suggested that the general public will seek out the practitioner who is most ready to satisfy their craving for the bottle. Here is one case in point. Dr. "A." was one of the old school and prescribed drugs only where he deemed it absolutely necessary. A casual patient asking for medicine might be told: "No, you don't need medicine, get up half an hour earlier and go for a walk before breakfast." Dr. "A's" Panel list never exceeded 1,200. In time Dr. "A" died, and a younger practitioner, with more pleasing ways, took his place. There might be other reasons for the sudden growth, but the fact remains that within twelve months the list had increased by 500, in two years by 900, and in three years by 1,100. In other words, this old-established list was made to double itself in three years. That this kind of thing is going on is undeniable, but whether in sufficient proportion seriously to affect the drug fund is difficult to say. While I appreciate that statistics are rarely conclusive in themselves, I have extracted data which might throw at least a little light on this subject. Practising in the county of Lancaster there are some 1,300 doctors. In order to remove complications I have cut out:—

(a) Doctors who have county dispensing lists exceeding 5 per cent. of their total panel; (b) doctors whose practices overlap into neighbouring Insurance Committee areas (where "outside" patients exceed 5 per cent. of their total panel); (c) doctors who have been on the county medical list for five years; (d) doctors in partnership.

so that the remaining practitioners may be said to be well-established doctors practising largely in populous industrial areas. The figures are based on the drug experience for the month of July last, as these are latest available relating to the county as a whole.

Practitioners' Lists	Average frequency per insured person for the month of July 1927				
Over 2,500	0.354
2,000—2,500	0.288
1,500—2,000	0.278
1,000—1,500	0.294
500—1,000	0.237
100—500	0.209
Under 100	0.050

The foregoing figures would seem to indicate that the insured population migrate to the liberal prescriber. The pharmacists report somewhat optimistically that there are clear indications that the rising cost of drugs and appliances under the National Health Insurance Act can be controlled, and that there is a fair prospect of the present unsatisfactory state of affairs being remedied earlier than was anticipated. In spite of the doubts that might linger in the minds of some of us, we trust their optimism will prove well-founded. Many reasons have been advanced to explain this phenomenal increase, such as:—

- (1) Insured persons appreciate more the value of medicine provided, and are resorting to the doctors earlier than formerly.
- (2) Shortage of house accommodation.
- (3) Unemployment.
- (4) A more liberal prescribing of medicine by present-day doctors.
- (5) More expensive forms of treatment, such as insulin, vaccines, etc.

Statistics prepared by the author indicate an almost unbroken increase in average cost and in frequency per insured person in Lancashire, during the years 1916-27 inclusive, from 19.3 and 2.91 to 40.88 and 4.61 respectively.

WHAT IS UNREASONABLE PRESCRIBING

When is a practitioner unreasonable in his prescribing? Clearly if he orders a medicine which according to his own dosage instructions should last, say, five days, and he repeats the order, say, every two days, he is *prima facie* an extravagant prescriber. Practitioners' orders are not scrutinised so minutely as to detect isolated cases of this kind; but when his drug averages for cost and frequency are substantially above those obtaining in his locality, a

very exhaustive report is prepared, not only with a view to detecting undue frequency of prescribing, but upon his demands generally. With reasonable limits the utmost liberty is given to practitioners. You will be interested to learn that in the county of Lancaster not one penny has been surcharged to doctors for excessive prescribing since the inception of the Act. The case I have cited above is a simple example of extravagance, but such cases are very few in number, and if all such were surcharged I very much doubt if they would amount to anything like one per cent. of the drug bill. What is the standard of reasonableness beyond which a practitioner may be said to err? Should the test be "Would this medicine have been given to a country capitation dispensing case?" or "Would other practitioners in the same neighbourhood probably have prescribed a similar preparation?" If the test is to be the former, then country doctors must be losing an enormous sum annually on their drug bills, unless it is contended that country folks are exceedingly more healthy than town people, or that too much medicine is being consumed in the more populous areas. A scrutiny of drug statistics in comparable areas leads one to believe that the drug habit varies considerably in different parts of the country. For example, the average frequency per annum in Manchester is 6.6 prescriptions per insured person, against 4.2 in Liverpool, and 2.7 in Carlisle. How is this serious state of affairs to be remedied? Is it inseparable from the panel system? A State medical service would possibly not require so much medicine, but much can be said for the retention of the panel system. If all this drugging is really necessary for the recovery of health, then nothing more can be said; but if with the insured population medical advice is considered of secondary importance, and that health lies only behind a mystic prescription, then the various new health societies have a gigantic task before them in educating the population in the matter of health preservation.

Insecticides for Rubber Trees

IN the course of an article in the "India-Rubber Journal" it is stated that substances containing copper are known to have a harmful effect upon rubber, and recent experiments carried out by the Ceylon Rubber Research scheme have demonstrated that Bordeaux mixture, if introduced into latex, causes the rubber to become soft and plastic on keeping and to perish quickly when vulcanised. Even a trace of Bordeaux mixture in the latex has an appreciable effect upon the keeping properties of both the raw and vulcanised rubber. In these circumstances it was considered desirable in Ceylon to determine whether spraying the crown of the trees with Bordeaux mixture in the usual way is likely to introduce copper into the rubber, and the results of two series of experiments carried out to determine this point are embodied in a recent report from the Imperial Institute. In the first series of experiments no rain fell between spraying and tapping, and the ageing properties of the rubber prepared from latex collected one day after spraying were as good as those of a control sample prepared before spraying, showing that no copper from the Bordeaux mixture had entered the latex. In the second series of experiments, a certain amount of rain fell after spraying, and the ageing properties of the rubber prepared one and three days afterwards were not quite as good as those of the control sample prepared before spraying. The difference between the samples, however, was not sufficiently marked to suggest the presence of copper compounds. Previous experiments have shown that the smallest amount of copper which can be detected by chemical means has an appreciable effect on the ageing qualities. The tests show that spraying the trees with Bordeaux mixture did not introduce sufficient copper into the latex to cause deterioration of the rubber on keeping. It cannot be too strongly emphasised, however, that great care should be exercised in preparing rubber after spraying operations, as the presence of even traces of copper in rubber is detrimental. While the rubber is in the raw state the effect may not become obvious for many months, but nevertheless all articles manufactured from such rubber will quickly perish.

Trade Notes

FERRY BRAND RODENT DESTROYER, made by the Briton Ferry Chemical & Manure Co., Ltd., Briton Ferry, is claimed to be non-poisonous to other animals.

An illustrated catalogue of novelties suitable for sale by chemists can be obtained from Mr. J. W. H. Dew, 9 Bishop's Court, Chancery Lane, London, W.C.2.

BRONNLEY'S BATH SOAP.—Particulars of an offer to chemists made by H. Bronnley & Co., Ltd., Acton, London, W.3, in connection with their bath soap, will be found elsewhere in this issue.

VACUUM FLASKS.—The Owtazin Co. (Mr. J. H. Tolmie), 50-51 Fore Street, London, E.C.2, have been appointed agents for Gebrüder Zimmermann, Ilmenau (Thuringia), Germany, manufacturers of the "Gezi" vacuum flasks.

THE AUTOMATIC ADDRESSING ASSOCIATION, LTD., 3 Portsmouth Street, London, W.C.2, specialise in addressing circulars and lists for despatch to chemists, doctors and dentists. Full particulars may be obtained on application.

KING'S PATENT AGENCY, LTD., 146A Queen Victoria Street, London, E.C.4, have issued a revised edition of their brochure on patents, designs, trade-marks and copyright, which will be sent to C. & D. subscribers post free on application.

Some suggestions for improving business, and the assistance offered in that direction by W. B. Cartwright, Ltd., manufacturing chemists, Rawdon, Leeds, are put forward in a booklet, printed in two colours, which has recently been issued by the company.

SANTONIN.—Arcos, Ltd., 31 Wilson Street, London, E.C.2, official distributors to the whole world of the Santonin Works, Tchinkent, Turkestan, give a reproduction in their advertisement of the official label used on their packages of genuine Russian santonin.

BOTTLES.—A price list which is devoted entirely to bottles and corks is being sent out by Ayrtton, Saunders & Co., Ltd., 34 Hanover Street, Liverpool, and any chemist not receiving a copy within the next few days should send the company a postcard to that effect.

BRITISH SALICYLIC ACID.—The Graesser-Monsanto Chemical Works, Ltd., Ruabon, North Wales, draw attention to their B.P. salicylic acid, a product of quite exceptional quality, made from their own phenol. They are open to supply large quantities at competitive prices.

An illustrated medical price list of the products made by Reed & Carnrick, one of the pioneer firms in glandular therapy, will be found most useful by chemists, who can obtain a copy post free from the British Agents, Coates & Cooper, 41 Great Tower Street, London, E.C.3.

VAPEX.—Thomas Kerfoot & Co., Ltd., Bardsley Vale, and Bardsley House, London, N., who are commencing an extensive advertising campaign in respect of Vapex, suggest that chemists should carry sufficient stock to be ready for the increased demand which it is confidently anticipated will occur.

CUTEX MANICURE PREPARATIONS.—J. C. Gambles and Co., Ltd., 211-215 Blackfriars Road, London, S.E.1, announce the introduction of a new combination set consisting of a bottle of Cutex Liquid Polish and a bottle of Cutex Polish Remover; a brush as well as a small roll of cotton wool are also enclosed in the package.

BUTYWAVE BONUS.—A bonus of considerable interest is referred to in the advertisement of The Butywave Co. (Mr. W. Fletcher, chemist and druggist), 10 Tachbrook Street, London, S.W.1. The gift scheme relates to a hair clipper for the chemist and presents to regular users, according to the number of empty packets sent in.

ALUMINIUM is admirably suited for the packing of most toilet preparations, since this metal enables a container to be produced which meets three important conditions, namely, the aesthetic, the hygienic, and the economic. The British Aluminium Co., Ltd., Adelaide House, King William Street, London, E.C.4, are producers of the metal and will supply data regarding the working of it on application.

Trade-mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1928, p. 329.

(From "The Trade-marks Journal," December 28, 1927.)

- "TRIOPHOS"; for chemicals (2). By Diamond Fertiliser and Chemical Co., Ltd., County Insurance Buildings, Museum Street, York. 485,485.
- "THIORUBROL" on oblong shape; for a bath preparation for rheumatism, etc. (3). By Wolo Aktien-Gesellschaft, Sihlquai 55, Zurich, Switzerland. 473,025.
- "RESINOL"; for soap (3) and (48). By Resinol Chemical Co., 517 West Lombard Street, Baltimore, Maryland, U.S.A. B 479,992/3.
- "SUERO ANTILÉTICO DE 'AUCHENIA LAMA'" on square label device including head of animal and facsimile signatures (wording may be varied); for chemicals (3). By F. Jauregui and L. Lancelotti, 341 Callao Street, Buenos Aires, Argentine. 483,256.
- "THE DIAMOND CORN CURE" on label device including playing card diamonds and human foot (foot device disclaimed); for a liquid preparation for corns, etc. (3). By Cupal, Ltd., Phoenix Mills, King Street Bridge, Blackburn. 483,615. (Associated.)
- "SALDEVIE"; for vegetable extracts, etc. (42). By Eustace H. Miles, 10 Ridgmount Gardens, London, W.C.1. 483,141.
- "HOBBY"; for all goods (48). By W. E. G. Hudson-Hobden, Carlton House, Regent Street, London, S.W.1. 483,918. (Associated.)
- "HEXADENT" on oblong shape; for toothpaste (48). By Sharp & Dohme, Inc., Pratt Street, Baltimore, Maryland, U.S.A. 484,776.

ALTERATION OF REGISTERED TRADE MARK

Leave has been given under Section 34 of the Trade Marks Acts to W. J. Bush & Co., Ltd., to alter the following marks: 43,135/137; 363,878; 364,021/022/023/024.

(From "The Trade-marks Journal," January 4, 1928.)

- "DURUNDA"; for all goods (1). By A. Sanderson & Sons, Ltd., 52-55 Berners Street, London, W.1. 485,874.
- "EXLOID"; for medicine (3). By The Knox Co., 206 New England Building, Kansas City, U.S.A. 483,390.
- "PURITAN"; for laxative mineral salt (3). By Matthews Laboratories, Ltd., Clifton Grove, Clifton, Bristol. 483,935.
- "VULA"; for medicinal chemicals (3). By W. Pearson, Ltd., 61 Mark Lane, London, E.C.3. 485,308.
- "OLDCO"; for medicated tablets (3). By A. Roberts, 10 Market Place, Acton, W.3. 485,428.
- "TYTOXA"; for medicinal chemicals (3), and for perfumery, etc. (48). By J. C. Carroll, 60 Windsor Road, Forest Gate, London, E.7. 485,886/887. (Associated.)
- "REYNARD" over device of fox; for surgical instruments, etc. (11). By D. O'Donovan, "Almswood," High Street, Evesham, Worcestershire. 484,130.
- "SOLVEX"; for surgical instruments, etc. (11). By Cuxson, Gerrard & Co., Ltd., 26 Fountain Lane, Oldbury. 485,345.
- "GARDEN OF KAMA"; for cachous (42). By The Dubarry Perfumery Co., Ltd., Hove Park Villas, Hove, Sussex. 484,432. (Associated.)
- "NUJOL"; for toilet oils for the scalp and hair and for massage mediums (48). By Standard Oil Co., Constable Hook, Bayonne, New Jersey, U.S.A. 483,718. (Associated.)

(From "The Trade-marks Journal," January 11, 1928.)

- "ALUSIL"; for all goods (1). By Reckitt & Sons, Ltd., Dansom Lane, Hull. 485,462.
- "SIT" and "SIT TREVISIO" on square design; for cream of tartar, etc. (1). By Stabilimenti per L'Industria Tartarica Societa Anonima, Sobborgo Carlo Alberto, Treviso, Italy. 484,131/132. (Associated.)
- "VIGANTOL"; for chemicals (2). By Bayer Products, Ltd., 31 Basinghall Street, London, E.C.2, and H. R. Napp, 3 and 4 Clement's Inn, Kingsway, London, W.C.2. 485,067. (Associated.)
- "NITROPOT" on oblong shape; for fertilisers (2). By Renny Forbes & Co., Ltd., Ealing Road, Alperton, Middlesex. 485,215.
- "MURINE" and half-length portrait of girl on oval shape; for preparations for eye treatment (3). By The Murine Co., Inc., 9 East Ohio Street, Chicago, Ill., U.S.A. 477,506/796. (Associated.)
- "CARRPAXA"; for tablet tonic medicines (3). By Varnier & Co., 26 Finsbury Square, London, E.C.2. 479,778.

Personalities

MR. H. V. HIBBETT, chemist and druggist, Ledbury, has been elected vice-chairman of the local traders' association.

MR. F. H. DE LA RUE, chemist and druggist, St. Peter Port, Guernsey, has been elected president of the local Poor Law Board.

MR. J. REED, chemist and druggist, has been elected chairman of the West Ham Pharmaceutical Committee in succession to the late Mr. J. E. Evans.

AMONG the successful candidates at the recent examinations of the Spectacle Makers' Company was Mr. D. Spencer Lloyd, chemist and druggist, Treorchy, and Mr. W. G. Gill, F.C.S., chemist and druggist.

MR. R. A. CROSS, chemist and druggist, who has been elected president of the Bradford and District Branch of the Pharmaceutical Society, was born at Thornton (now a suburb of Bradford) in 1884. On leaving Thornton Grammar School he was apprenticed to B. Waddington & Son, chemists, Thornton, and subsequently studied at the Bradford Technical College. After gaining further experience on the staff of Harrison, Parkinson & Co., Sunbridge Road, Bradford, he attended the Leeds College of Pharmacy and qualified in 1906, returning then to Messrs. Harrison, Parkinson as a qualified assistant. In that capacity Mr. Cross



Photo] [Wilkinson
Mr. R. A. Cross

was dispenser for the firm to the Bradford Royal Eye and Ear Hospital until 1919, when he purchased the pharmacy at 258 Bowling Old Lane and commenced business on his own account. Later he passed the Fellowship examination of the British Optical Association. Mr. Cross was a member of the Bradford Chemists' Association, and at the time when that body changed its constitution to become a branch of the Pharmaceutical Society, he had just concluded a successful period as secretary. He is the chemists' representative on the Bradford Insurance Committee. Before leaving Thornton for Bowling he was for several years the church secretary at Kipping Congregational Church, Thornton. Mr. Cross is married and has one son.

MR. A. H. ROBERTSON, chemist and druggist, proprietor of Vince & Co., chemists, Lancaster, is the president-elect of the Lancaster Caledonian Society.

MR. W. E. SWANSTON, secretary of the London Chemists' Sports Club, is the holder of the Victor Ludorum challenge cup for the year 1927, presented by Vinolia Co., Ltd.

MR. LINCOLN HURN, eldest son of the late Mr. W. H. Hurn, chemist and druggist, Norwich, has just passed the final examination of the Conjoint Board of Physicians and Surgeons of London.

On January 17 Mr. Philip F. Rowsell, F.C.S., a past-president of the Pharmaceutical Society, laid one of two foundation stones of the new city library at Rougemont, Exeter, and afterwards entertained a distinguished company to a luncheon in the Rougemont Hotel.

CERTIFICATES of naturalisation have been granted to B. Kushel, physician and surgeon, 34 Harehills Road, Leeds; H. S. N. Menko, physician and surgeon, 2 Grosvenor Gardens, Cricklewood; M. Tarnapolsky (known as Maurice Tarn), dentist, 18, Craven Park Road, Harlesden; A. Grosser (known as Abraham Gross), medical practitioner, 646 Mile End Road, Stepney, London; M. L. Barst, medical practitioner, 16 Wilkes Street, Spitalfields, London; A. Zaharia, dentist, 63 Courtfield Gardens, Earl's Court, London.

MR. A. J. COULTHARD, chemist and druggist, has been appointed pharmacist at H.M. Prison, Pentonville, London, N., in succession to Mr. E. Palmer, chemist and druggist, who has retired on pension. Mr. Coulthard was formerly on the staff of St. Bartholomew's Hospital.

MR. W. J. U. WOOLCOCK, barrister-at-law, and formerly secretary of the Pharmaceutical Society of Great Britain, has been appointed chairman of a Board of Trade Committee constituted to consider an application, under the Safeguarding of Industries Act, by the Handkerchief and Embroidery Association.

MR. W. BURGESS DOW, chemist and druggist, Hornsey Road and Seven Sisters Road, London, N., has been elected president of the Crouch Hill Bowling Club (where many finals for the Glaxo cup and other competitions have been played). Mr. Dow has also been elected the vice-president of the London Scottish Bowling Association.

At the annual dinner of William Blythe & Co., Ltd., chemical manufacturers, Church, on January 21, five workmen were presented with gold watches in recognition of forty years' service, the recipients being:—Mr. J. W. Riley, forty-seven years' service; Mr. P. Burns, forty-two; Mr. J. Rigby, forty; Mr. D. Mayor, forty; and Mr. H. Davies, forty. Another employee, Mr. C. Tattersall, was presented with a cheque in appreciation of a suggested improvement submitted by him, which has been adopted by the company. The presentations were made by Mr. W. Collison, joint managing director.

Births

Notices for insertion in this column must be properly authenticated.

GRETTON.—On January 24, the wife of H. T. A. Gretton, chemist and druggist, Front Street, Arnold, of a son.

MASON.—At "East Dene," Bradgate Road, Bedford, on January 20, the wife of J. Howard Mason, chemist and druggist, of a daughter.

Marriages

BILLINGTON—ABBOTT.—At St. James's Congregational Church, Blackburn, on January 19, Raymond Billington, chemist and druggist, to Grace Abbott.

RAMSAY—MACINTOSH.—At St. John's Episcopal Church, Glasgow, on January 17, George Grieve Ramsay, chemist and druggist, to Joan Macintosh, chemist and druggist, late of Greenock Infirmary.

SLADE—SIMPSON.—At Christ Church, Salford, on January 11, William Herbert Slade, chemist and druggist, Pendleton, to Amie M. Simpson.

STANYON—WING.—At Holy Trinity Church, Eltham, on January 12, C. Robert Stanyon, chemist and druggist, Beckenham, son of Mr. and Mrs. C. Stanyon, Ketton, Stamford, to Olive, daughter of Mr. and Mrs. A. J. Wing, Eltham.

WILLIAMS—NEWMAN.—On December 29, 1927, Tudor Lawrence Williams, chemist and druggist, Cilfynydd, Pontypridd, to Carrie Newman.

Deaths

BICKFORD.—At 26 Lucknow Avenue, Mapperley Park, Nottingham, on January 7, Miss Annie Bickford, daughter of the late Mr. Thomas Bickford, pharmacist, Exmouth.

COWPER.—At Newcastle-upon-Tyne, recently, the wife of Mr. Joseph Cowper, a director of The Iglodine Co., Ltd., Pilgrim Street.

CULLEN.—At 21 Roxburgh Circus, Cardonald, Glasgow, on January 12, Mary Cox, wife of Mr. William Cullen, chemist and druggist, Govan.

DUCKWORTH.—At 28 Grosvenor Place, London, S.W.1, on January 20, Sir Dyce Duckworth, Bt., M.D., aged eighty-seven. Sir Dyce Duckworth was for many years a fashionable West End consultant, and served on the medical committees entrusted with the preparation of the British Pharmacopœias of 1898 and 1914.

EDELSTEIN.—Recently, Mr. A. M. Edelstein, 23 Green-croft Gardens, London, N.W.6, founder of C. Muller, Ltd., aged seventy-six.

GREEN.—On January 12, Mr. F. J. Green, 106 Taylor Road, King's Heath, Birmingham, aged seventy. Mr. Green was at one time associated with F. H. Prosser, Ph.C., in the ownership of drug mills in Farm Street.

HORNER.—At Pulmari, Argentina, on December 6, 1927, Humfrey, sixth son of Mr. Edward Horner (who retired from the firm of Horner & Sons in 1907), of Pebmarsh, Essex, aged thirty-eight.

HUNTER.—At Craigallan, Dunblane, on January 6, the widow of the late Mr. Charles Hunter, chemist and druggist.

LAVERACK.—At West Heskerton, Malton, recently, Mr. William Henry Laverack, chemist and druggist, formerly in business at Malton and Boroughbridge, aged seventy-eight.

LEA.—At Thiepval, Highbury Avenue, Prestatyn, on December 15, 1927, Mr. William Edgar Lea, aged seventy-eight. Mr. Lea was an early worker in photography, making his own camera and plates in 1869. He subsequently collaborated with the late Mr. J. H. Parkinson, who took out a patent for the separation of oxygen from the atmosphere by the liquid air process. After Mr. Parkinson's death Mr. Lea continued to experiment with oxygen manufacture, and ultimately a large-scale producing and compressing plant designed by him was erected at Runcorn. This plant commenced supplying commercially in August 1899, and formed the basis of the oxygen works now carried on by Mr. Lea's two sons.

LONGLEY.—At 35 Casewich Road, West Norwood, London, S.E., on December 24, 1927, Mr. Charles Longley, chemist and druggist, aged eighty-two.

SCOTT.—On January 14, Mr. John Scott, chemist and druggist, 33 Bideford Gardens, Monkseaton. Mr. Scott, who qualified in 1879, carried on business for many years in Clayton Road, Newcastle-upon-Tyne; on retiring in 1915 he removed to Gosforth and later to Monkseaton. He had been connected with St. Thomas's and St. George's Church choirs, and also with the Newcastle and Gateshead Choral Society. Mr. Scott leaves a widow and a family.

SMITH.—At Shepshed, Loughborough, on November 27, 1927, Mr. Frederic Smith, chemist and druggist, aged fifty-three.

WILLCOCK.—Recently, following pneumonia, Mr. J. Boyd Willcock, of the representative staff of Genatosan, Ltd., manufacturing chemists, Loughborough.

WILLIAMS.—In a nursing home at Church Stretton, recently, Mr. D. Tudor Williams, manufacturing chemist, Aberdare, aged eighty-one. Mr. Williams is survived by a son, Tudor G. Williams, dentist, chemist and druggist, Aberdare.

WOODDISSE.—At Kenilworth, on January 18, Alice, wife of Mr. Frank B. Wooddisse, chemist and druggist, and daughter of the late Mr. E. C. Patchitt, of Nottingham.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated:

E/161. Gold Seal carbolic tooth powder	P/41. Williams' water-softening compound
M/181. Rawlins (for removing enamel from cycle frames)	C/251. Wood's blood mixture
E/181. Sidel metal polish	P/181. Zonozone liquid tonic food

Observations and Reflections

By Xrayser III.

Historic Pharmacies

in London are steadily diminishing in number. They have become absorbed one by one, and soon there will be none of the original pharmacies left. You report (*C. & D.*, January 21, p. 80) that the old-established concern of Savory & Moore has acquired the business of John Bell & Croyden, itself a combination of two historic businesses. Prior to this Savory & Moore had taken over what was left of the dispensing practice and connection of several other ancient pharmacies, so that they are now fairly loaded with traditions of the London pharmacy of the past. The new combination has as its head one who is young in years, though not in experience, and it will be interesting to observe how this latest illustration of the grafting of modern ideas upon older practice develops.

Excessive Prescribing,

as defined by the Medical Benefit Regulations, is clearly explained in your Commercial Compendium (*C. & D.*, January 21, p. 95); and I would advise careful perusal of your notes on the subject by everyone who may be labouring under the impression that the way of salvation of the drug fund is the disciplining and surcharging of doctors. What must be proved in the case of any doctor charged with extravagant prescribing is that he has caused a charge to be made upon the drug fund in excess of what is reasonably necessary for the treatment of his patients. But this is an exceedingly difficult thing to do, since the doctor concerned must obviously be the best judge of what his patients need, and what they need must be reasonably necessary. The needs of insured persons will always be deemed worthy of greater consideration than the remuneration of either doctors or chemists, and, except in very rare cases, I think it will be found impracticable to convict doctors of extravagant prescribing. In time it will be realised by everyone concerned, as it already is by some, that the only effectual remedy for the existing state of affairs, which imposes an unfair burden upon the chemists of the country, is the provision of more money for drugs and appliances. The sooner we lose patience and refuse to be further imposed upon, the quicker will this remedy be applied.

One of Your Readers,

a copy of whose letter you have kindly sent on to me, refers to my statement in a previous issue (*C. & D.*, December 31, p. 821), that the bigger the total to be discounted the bigger will be the balance remaining after discounting. The correspondent in question remarks that he cannot quite follow my reasoning, or that perhaps I have not carried my reasoning far enough. His difficulty is apparently due to the fact that my reflection was meant to apply only to individual chemists' accounts and not to the grand total of such accounts. I admit freely and readily that, as he points out, increase of the general total can only lead to greater discounting of individual accounts. My aim, however, was to emphasise the fact that every chemist ought to get his due, and, to that end, include in his account every legitimate charge. It is hardly reasonable to expect any of us to adopt an altruistic attitude and refrain from claiming less than we are strictly entitled to. Such procedure on the part of a few would not be likely to reduce materially the total charges on the drug fund, while general scaling down of our accounts would simply help to support an impression that we are overpaid for our services. Inadequacy of the provision made to pay for the drugs and appliances ordered for insured persons must be remedied by the Government, and it should be our business to show how greatly inadequate is the existing provision.

Words of Wisdom

are contained in one of your latest replies to correspondents (*C. & D.*, January 21, p. 94). The particular words to which I am directing attention are those in which you advise a reader that the basis of a passing-

off action is the protection of the public against being deceived as to the article that is being bought. There is an all-too-common impression that trade-mark law exists mainly for the protection of proprietary rights belonging to trade-mark owners, but it represents in reality statutory defence of the right of the public to obtain a "square deal." Trade-mark law protects all of us against unfair dealing, and enables us to procure what we really want when it is asked for under accustomed and old-established names. In the same way, it must be recognised that pharmacy law is not intended to safeguard the interests of qualified individuals so much as to protect the public against being deceived into thinking that they are dealing with competent practitioners when, as a matter of fact, they are not. Equally, poison law exists especially for safeguarding the public and not for the purpose of creating a monopoly for the sale of poisons. We enjoy certain privileges in this respect because our training and qualification are believed to make us the fittest persons for the job. And so it is in the case of all restrictive legislation affecting particular classes or groups. The restriction is intended to benefit the general public; and it is only incidentally that owners of trade marks, chemists, dentists, and other privileged classes are placed in a situation which enables them to reap benefit in the shape of profit. Anyone may extract a tooth or prescribe medicine, but the public is protected against these things being done by persons who represent that they are properly qualified when, as a matter of fact, they hold no document to prove that this is so. Similarly, anyone may open and conduct a pharmacy, but the public is protected against any assumption that the proprietor, if not registered under the Pharmacy Acts, is properly qualified as a pharmacist.

Evolution,

or development, in pharmaceutical appliances and utensils is not so easy to trace as it is in the case of chemical apparatus. Just at what periods the gummied label, the moulded medicine bottle and the spatula became adjuncts to the dispensary is not ascertainable by mere reference to books. I notice that the earthenware ointment pot of flat shape with cover of the same material is giving place to an upright one with a celluloid cap. The flat vessel was employed very largely by the Italian warehouseman for his potted meats and by the manufacturer of tooth pastes as well as by the chemist; but when it took the place of the gallipot it is difficult to say. The gallipot was not altogether distinctive of the apothecary during the seventeenth and eighteenth centuries, although it was usually associated with him. Garth ("The Dispensary," Canto I) said, in describing the dispensary:—

"Here Phials in nice Discipline are set,
There Gally-pots are rang'd in Alphabet.
In this place, Magazines of Pills you spy;
In that, like Forage, Herbs in Bundles lye."

A hundred years before, in 1605, we find Francis Bacon writing of the "gallypots of apothecaries." They were also used by the housewife in the kitchen and the still-room, as is shown by the references to them in such works as that of the famous Mr. Glasse. The name of them has provided a little problem which is perhaps not yet finally settled, although it is now generally thought that it resulted from the importation of them into this country by means of galleys from the Mediterranean. In this connection, it is worth observing that the visits of the said galleys left a decided mark upon the life of London, as appears from what Stow says about Galley-row, where lived the galley-men who brought these vessels from Genoa and Venice; and he also speaks of the Galley Quay, where they discharged their merchandise. These names and places are still kept in remembrance by the Galley Dock. It may be that these pharmaceutical items were first introduced from the factories of Genoa and Savona.

The twenty-first anniversary of the South of England College of Pharmacy will be celebrated by a dinner, under the chairmanship of Mr. Herbert Skinner, president of the Pharmaceutical Society, at the Holborn Restaurant, London, W.C.2, on February 21.

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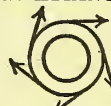
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Editorial Articles

This Year's Centenaries

THE present year contains the hundredth anniversary of the death of Sir James Smith, botanist, and W. H. Wollaston, chemist and physicist; the two-hundredth anniversary of the death of John Freind, author of a course of lectures on chemistry and of "The History of Physick"; and that of the birth of Joseph Black, professor of medicine and chemistry at Glasgow and Edinburgh. The career of each of these may be briefly summarised. Joseph Black, M.D., was the son of a Bordeaux wine merchant of Scottish extraction. He entered the University of Glasgow in 1746, choosing medicine as his profession. His chemistry professor, William Cullen, quickly noted his ability and selected him as laboratory assistant. Black removed to Edinburgh in 1750, and while studying there made his well-known discovery that lime and magnesia were entirely distinct substances, and that there was a difference between ordinary and "fixed" air—a discovery embodied in his graduation thesis. Cullen accepted a post at Edinburgh in 1755, and Black was appointed as his successor in the Glasgow chair of chemistry; he preferred, however, to make an exchange of functions with the professor of medicine. During the next ten years he evolved another important generalisation, his theory of latent heat, afterwards turned to practical account by James Watt. In

1766 he followed Cullen as professor of medicine and chemistry in the University of Edinburgh. He died in 1799. John Freind was born at Croughton, Northamptonshire, in 1675, and was educated at Westminster School (of which his brother afterwards became headmaster) under the famous Dr. Busby. He took several degrees, including that of M.D., at Oxford, and in 1709 delivered in Latin a course of lectures on chemistry, to which reference was made in the Special Issue of the *C. & D.* for 1926. "The History of Physick" was planned while he was imprisoned in the Tower on a charge of high treason. His release is attributed to his friend Dr. Mead, the most fashionable physician of the day, and the completeness of his rehabilitation is evidenced by the fact that he was appointed physician to Queen Caroline, wife of George II. He is commemorated by a monument in Westminster Abbey. Sir James Edward Smith was a native of Norwich, where he was born in 1759. He was intended for a medical man, but gradually relinquished his studies in medicine in favour of botany. In 1783 he obtained an introduction to Sir Joseph Banks, president of the Royal Society, on whose advice he purchased, at a total cost of £1,088, the library and collections of Linnaeus. Shortly afterwards he undertook a continental tour, during which he obtained a good deal of botanical information and (by thesis) a medical degree at Leyden. The first meeting of the Linnean Society was held in his house in London in 1788, and he was elected its president. In 1790 he began, in association with James Sowerby, the publication of the well-known illustrated work familiarly known as Sowerby's "English Botany": the issue, in thirty-six volumes, was not completed till 1814. Smith was a friend of John Sibthorp, on whose death the executors asked Smith to edit the "Flora Græca." This task, unfinished at the time of his death, was by no means the only one on which he spent the last years of his life. The genus *Smithia* is named after him. His library and collections were eventually purchased by private subscription, and were presented to the Linnean Society. William Hyde Wollaston was born at East Dereham, Norfolk, in 1766, and graduated in medicine at Cambridge. In 1800 he gave up a medical practice in London in order to devote himself to science. Within a few years he invented a process for working platinum, which brought him in a substantial fortune. His investigations led to the discovery of palladium and rhodium, with the result that many academic honours were conferred upon him. He held various offices in the Royal Society, including, for a few months, that of president: he declined, however, to stand for the presidency in contest with Sir Humphry Davy. Wollaston was deeply versed in the chemistry and physics of his day, and the thirty-nine papers that he contributed to the Transactions of the Royal Society include monographs in astronomy, optics, mechanics, acoustics, crystallography, physiology and botany. In 1814 he suggested, in the course of evidence before a Government committee, the adoption of the present imperial gallon in place of the different standards of the same name then in use. Such versatility gives Wollaston a claim to be remembered as the Admirable Crichton of science.

The Outlook for Turpentine

CONSIDERABLY more new interest has been aroused in the market for turpentine, following on the recent sharp advance of 3s. per cwt. to 42s. 9d. for spot delivery. This optimistic feeling was brought about by the influence of American reports suggesting that, in order to guard against a recurrence of the disastrous results in the current campaign through an unusually excessive yield, producers had realised the necessity of imposing a drastic restriction on their operations in the coming season.

These reports were to the effect that the new crop would be cut down by at least 20 per cent., and that meanwhile, under the stimulus of an abnormally low price, the world-outlet has been materially enlarged. This we indicated in the particulars of American exports for the first nine months of 1927 (*C. & D.*, December 24, 1927, p. 791). In that issue it was pointed out that market prospects over the remainder of the campaign were more closely canvassed, based on the cheapness of the article, such as had not been experienced since the pre-war period, and that concentrated buying here through interests closely affiliated with American producers had been effected, to which the market naturally attached no little importance. There has been admittedly more life in the American domestic demand since, and this, in addition to a growth in export business, served to influence the Southern markets in a strong upward direction over the first half of January. The price at Savannah was lifted at one time to fully 55 cents per gallon, thus keeping pace with the London market, but there ensued a reaction in the latter part of last week, bringing down the spot quotation to about 41s. on a hesitating and sensitive market, which is all to the good if genuine buying is not to be seriously interfered with. It is, of course, not overlooked that very large surplus stocks exist on this side, which should be more than ample to cope with any possible increase in trade requirements before the new crop becomes available. Yet the stocks are not quite so heavy as at about this time last year. As pointed out in an annual circular by a trade authority, there has been an estimated probable increase in the current season's American yield of over 33 per cent., which gives some idea of the magnitude of the crop. This percentage of increase, based on the actual yield for the previous season of 510,000 barrels, would mean that the production has increased by no less than 168,300 barrels to as much as 678,300 barrels, thus by far eclipsing the previous highest record of about 565,000 barrels. Assuming that some reliance may be placed on the theory as to a curtailment of fully 20 per cent. for the next crop, there would be, under normal weather conditions, a setback of over 67,000 barrels, which is calculated on the estimated record yield above-mentioned. This would probably help to stabilise the market at a price more consistent with the cost of production. Should attempts, however, be made under strong manipulation to unduly force up the market, this would doubtless interfere with the progressive rate of consumption that has been experienced for some time past. The main object in view in the American industry is the carrying on of a propaganda to strengthen its existence against outside competition or the growing use of substitute material in the paint and varnish trades. We understand that a large portion of the excess of supplies this season has already been taken care of financially, and that the quantities held in stock on this side are in strong hands, so that the market should be capable of a good deal of resistance at about the current level of values pending indications as to new season's prospects. The highest and lowest fluctuations for the last three years or so were approximately as under:—

Per cwt.	Highest	Lowest	Closing prices
	s. d.	s. d.	s. d.
1925	83 0	63 0	68 0
1926	70 9	58 3	58 6
1927	58 9	34 6	39 6
1928 (to date) ..	42 9	39 6	41 0
			(Jan. 21)

Provided the price is kept down at a reasonable and sufficiently attractive level, there is little doubt that deliveries for the current year will continue good, although they will not be so large as for last year, for which the returns were exceptionally heavy at 116,185 barrels, against 105,841 barrels and 88,568 barrels respectively for the two previous years.

Liverpool Chemists' Association

THE annual meeting of the Liverpool Chemists' Association was held on January 18. The treasurer (Mr. Martin Hughes) said there was a credit balance in hand of £69. There had been a loss on entertainments, with the exception of the picnic. The reports of the treasurer and secretary were adopted. The following were elected members of the council:—Messrs. A. W. Ashcroft, W. H. Clubb, D. H. Evans, A. J. Ferriday, T. W. Fletcher, J. L. Hirst, H. Humphreys Jones, Prosper H. Marsden, J. Paley, J. J. Wallbridge, C. Wherley, and H. Wyatt. On the proposition of Mr. H. Wyatt, seconded by Mr. Prosper Marsden, Mr. Wallbridge was appointed vice-president in succession to Mr. Wyatt. Mr. George Clubb and Mr. Martin Hughes were re-elected secretary and treasurer respectively. Mr. J. L. Hirst, the retiring president, appealed to the members to give the new president, Mr. John Jones, the support they had so generously extended to him. Mr. John Jones then took the chair, and presented to Mr. Hirst, on behalf of the members of the council, a silver salver, suitably inscribed, in appreciation of his valuable services. Mr. Ashcroft, Mr. L. Moreton Parry, Mr. Wyatt, Mr. Humphreys Jones and others also paid high tributes to Mr. Hirst.

PRESIDENT'S ADDRESS

The president, in his address, said he was one of the old "fossilated pill manipulators of yore." He felt he

should not be able to fulfil the requirements of such a responsible position. However, if it was their choice, he would do his utmost to maintain the lustre of the chair so ably filled by his colleague, Mr. Hirst, and he craved their indulgence for any shortcomings on his part. Mr. Jones, giving an outline of his experience in pharmacy, said that on June 18, 1868, he was bound indoor apprentice to W. & J. Fergusson, who were established as far back as 1824. The position of the shop was in a very poor locality, known to the present day as Pownall Square, but for the better. It was a very old shop with large black demijohns on the top shelves, over the ordinary shop bottles. The hours were from 7.30 a.m. to 11 p.m. on week-days, and every other Sunday he was on duty from 9 to 10 a.m., 1 to 2 p.m., and 6 to 10 p.m. The rations were good, plentiful, but plain, and everything was of the best quality. He considered that they were very fortunate in that respect—he meant the eight apprentices. He might say, without boasting, that he was the only one who managed to qualify out of the eight.

They had to find a substantial premium, and served five long years to the trade before getting any remuneration, even pocket money. They were allowed one night a week off, and every other Sunday they were off from 1 to 10.30 p.m. Summer holidays were fourteen days, and there were no bank holidays. They were free on Christmas Day when it happened to be their Sunday off. He mentioned how the older members in the old Chemists' Association used to "jump on" the youngsters if they ventured to speak or ask questions, and tried to make out that they were silly and ridiculous; hence the formation of the Pharmaceutical Students' Society, now defunct.

There were still a few, he was proud to say, of the old members of that Society very much alive—Wyatt, Wokes, Pierson, Prosper Marsden and himself. Mr. Jones went on to say that at the Pownall Square shop they were never idle, because there was always something wanted. They made all their own perfumes,

pomades, shaving cream, glycerin and cream, fancy goods, and all pills and ointments. He still had in his possession the old metal pill mortar and pestle, and an old solid marble mortar, which was used for powdering, which made his arms ache many a time. They used to supply farmers from the neighbouring districts, who would call on Saturday mornings and give their little orders for penny boxes of pills, Epsom salts, senna leaves, penny Gregory powders, and pint bottles of hair oil, and they collected them on their return. The neighbourhood in which the shop was situated was a terrible place: there were drunken brawls on Saturday nights, and the persons concerned made for a chemist's shop to have their cuts and bruises attended to, while leeches were supplied for black eyes. It was a rare occasion nowadays to be asked for a leech, but in the old days they had never less than from seventy to a hundred in stock. It was the poor apprentice's job to look after them and keep them clean.

He remembered once getting into very serious trouble. He got "fed up" with the night bell which was hanging above his bed, so he stuck his stocking round the clapper. However, one morning he forgot to remove it, and so was found out.

Festivities

Preston Chemists' Whist Drive

THE Preston Pharmacists' Association held the annual dinner, dance and whist drive on January 12. During the dinner the toast of "The Council of the Pharmaceutical Society" was proposed by Mr. F. P. Mercer, and responded to by Mr. E. H. Simmons (member of Council). "Our Guests," proposed by Mr. J. W. Walmsley, was responded to by Mr. I. R. Dearnley, clerk to the Preston Insurance Committee. An enjoyable evening was spent.

Exeter Chemists' Whist Drive

IN support of their fund for providing a Chair of Pharmacy at the University College of the South-West, Exeter chemists, on January 11, held a whist drive and dance. Arrangements were made by a committee comprising Mrs. Arnold, Mrs. J. Harris, Mrs. A. Milton, Mr. F. Southerden, Mr. E. E. Phillips, Mr. A. Milton (hon. secretary), and Mr. J. Harris (hon. treasurer). The scene of this social fixture was Deller's Café, and a large company spent an enjoyable evening. The 300 guests included the Mayor and Mayoress of Exeter and the Sheriff and his wife.

Chemists' Dance at Southampton

THE Southampton Chemists' Social and Athletic Club held a New Year dance at the Bungalow Café recently, this event being their third and most successful of the season. About 250 members and friends enjoyed the dancing. Those of the committee responsible for the successful arrangements were:—Mr. F. H. Young, president; Mr. C. F. Conway, secretary; and Mr. J. Dane, assistant secretary. Mr. M. E. Tidbury (hon. treasurer) was an efficient M.C. Spot prizes were won by Miss Hall and Mr. Chalk, Miss Read and Mr. Leaper. Exhibitions of the Yale Blues and the waltz by Miss Lamb and Mr. Fryer were enthusiastically received.

Staff Functions

A VERY happy evening was spent by the staff and employees of William Gardner & Sons, Ltd., at the dinner given at the Mercers' Hall on January 4. Mr. C. E. Gardner (chairman of the directors) presided over an attendance of about one hundred, and amongst those supporting him were Mrs. Gardner, Mr. Frank Gardner (director), Mr. D. G. Price (director and secretary) and Mrs. Price. The chairman, after extending seasonable greetings to the company on behalf of himself and of his co-directors, welcomed the guests. The retirement of his brother, Mr. Alfred Gardner, who was a co-director, had meant the reorganisation of some of the departments, but he was glad to say that, owing to the loyalty of the various employees, they had been able to surmount the difficulty. Mr. S. Hibbs proposed the toast of "The Firm," which



MR. JOHN JONES.

was supported by Mr. C. W. Woodward and Mr. A. Romanes. Mr. Frank Gardner responded. Mr. D. G. Price (director and secretary) also replied, and added that they had plans for very large extensions of the works. The present was a time for all to pull together and the directors invited the co-operation and practical suggestions of their employees. During the course of the evening a musical programme was given, those contributing being Messrs. F. Trigg, W. Hawkins, Harold West and Tom Hay.

Chemists' Dinner at Southend

THE annual dinner of the Southend Association of Pharmacists was held on January 11, Mr. A. S. Rollin (chairman) presiding. The chairman, in proposing "The Pharmaceutical Society," said that in Southend they had a strong branch of that Society. His mind on that occasion went back to the days of his apprenticeship. Forty years ago the stock of a chemist was much different from that of to-day. Business was also altogether different and the contrast was so great that to him it seemed little short of wonderful. In concluding, he welcomed the chairman of the Southend Insurance Committee, Mr. H. William Cooper. Mr. T. Marns, a representative of the Society, responded. The Society had gone on increasing in strength and usefulness until to-day they were stronger numerically than ever they had been before. Their finances were in a better condition and the Society, altogether, was justly flourishing. They had undertaken a great work and had done it extremely well for many years; they had conducted their own affairs and done it in a very satisfactory manner. The pressing need of pharmacy to-day was a representative in the House of Commons—they had not in the House a single individual who was able to speak for the profession, and when legislation came along, as it would, and when their intimate affairs were discussed, it was absolutely essential to have someone on the floor of the House. Whether they were satisfied or not with the terms of the National Insurance system, he did not think any of them could help admitting that in getting the dispensing for the community it was something. It was a move in the right direction. When that Act was first introduced there was no clause for dispensing to be done by pharmacists, and it was then that their secretary—then in the House—came in. It was through him that they were able to obtain the clause. Amongst other things, they had set themselves out to get £10,000, and he was pleased to say that within a few hundreds they had secured the sum they had set out to get. A committee had been formed representing all the interests of pharmacy, and it was up to them to see that that Committee did not sit on it and that they spent the money and spent it liberally in the manner promised when the fund was first promoted. All that was required was a little ginger behind the Committee, who were safeguarding the money. "The Ladies and Visitors"—the only other toast on a list well besprinkled with musical and other entertaining—was proposed by Mr. G. Bruce, and the response was by Mr. F. J. R. Macfadyen. Arrangements for the dinner, the concert and dance were made by the treasurer (Mr. A. Atkinson) and the secretary (Mr. T. H. Jones). Mr. R. G. Emmett was M.C.

Ealing Chemists' Dinner

THE annual dinner of the Ealing and District Pharmacists' Association and Branch of the Pharmaceutical Society was held at the Restaurant Frascati, London, W.1, on January 25, under the chairmanship of Mr. R. J. Morton Sennitt. The guests, who numbered nearly 200, included the president of the Pharmaceutical Society (Mr. Herbert Skinner, Ph.C.), Alderman Alfred Higgs, and Messrs. John Humphrey, J. Keall, C. G. Bonner, W. B. Falding, F. A. Lawman, H. Preston, and W. E. D. Shirliff. The spur tables were presided over by Messrs. T. Marns, H. A. Irwin, H. L. Ironmonger, R. F. Edkins, Frank Browne, A. Roberts, and S. R. Hughes. The visitors were received by the president of the Association and Mrs. Sennitt. The toast list was commendably brief, that of the "Pharmaceutical Society of Great Britain" being given by Mr. F. A. Lawman, who, after paying a tribute to Mr. Herbert Skinner for his work as president of the Pharmaceutical Society and on behalf of the Association, pointed out that Ealing

had provided more councillors of the Society than any association in the country. Speaking of the Parliamentary Fund, Mr. Lawman said it was largely due to the work of Messrs. Skinner and Marns, and he had no doubt that the time will come when members would be told what is being done with it. At the last annual meeting of the Society it was noticed that Ealing had risen from the last to the fifth position in regard to subscriptions for the Benevolent Fund. This improved state of affairs was due to members who attended meetings and who had contributed magnificently. Mr. Skinner, in reply, said that fifteen years ago he had been asked to go to Ealing and help to form an association, and it was a great thing for him to have been able to help an association which had developed as the Ealing had. Three years after the foundation, mainly through the efforts of Mr. Arnold Roberts, he had been presented with a pair of candlesticks—but no candles—presumably as it was his first term on the Council he was supposed to be the light (laughter). After seven years he was presented with a clock. He had several clocks at home and had come to the conclusion that the psychology of clocks was even more complicated than that of chemists (laughter). He hoped to be with the Association for many years to come and was certain that every member of the Council would agree that Ealing did a fine thing for the Benevolent Fund last year. "A great task lies before us," said Mr. Skinner, but so long as he is in the chair Ealing members and other members of the Society would know that he would not fail them. In proposing the "Ladies" Mr. Frank Browne referred to the increasing number of ladies present at pharmaceutical functions, due, no doubt, to their interest in pharmaceutical affairs, and they were particularly helpful in organising social functions. There is at least one lady chairman of a branch, several secretaries, still more members of council, and, last but not least, a lady member of the Council of the Pharmaceutical Society. The response was made by Alderman Alfred Higgs, J.P., president of the Thames Valley District Association. Mr. John Humphrey proposed the toast of "The Ealing and District Pharmacists' Association and Branch of the Pharmaceutical Society," and the chairman briefly replied. Dancing commenced shortly after 10 p.m.

Associations' Winter Session

Bath.—At a recent meeting of the Bath and District Branch of the Pharmaceutical Society, Mr. H. M. Linstead gave an address on the work and activities of all the Society's organisations, and the ensuing discussion was taken part in by the president (Mr. Luther Wilson), Messrs. J. G. Hawes (vice-president), D. A. Evans, W. J. Hallett, D. J. Williams, A. G. Doble, T. Rees (Corsham), E. Hughes (Melksham), and others. Thanks were expressed at the instance of the vice-president to Mr. Linstead.

Belfast.—A meeting of the general committee of the Chemists' and Druggists' Society of Ireland was held in the rooms, 11 Waring Street, Belfast, on January 17. The following were present:—Mr. Fred Storey (president), in the chair, W. E. Wilson, J. Guthrie, S. McDowell, S. Sufferin, J. Macauley, R. McBirney, S. Nevin, W. J. McKee, D. Taylor, W. J. Rankin, C. Abernethy, W. Martin, S. Gibson (treasurer) and J. Moffet (secretary). A vote of condolence was passed to the widow and family of the late Mr. Cambridge, Carrickfergus, a past-president. In moving that a letter of sympathy be sent to the relatives of the late Mr. Woolley, late Editor of THE CHEMIST AND DRUGGIST, Mr. Storey said he must pay tribute to one who had been a great friend to him and to the Society. Mr. S. Gibson, in seconding, mentioned that he had known the late Mr. Woolley for many years, and endorsed all Mr. Storey had said. A discussion took place regarding the "Haslett Medal," and it was unanimously decided to award the medal until such times as the R.D. examinations were abolished in all Ireland. Satisfaction was expressed that the druggists in the Free State had come to an amicable arrangement with the chemists.

Safeguarding of Industries Act

The Calcium Biphosphate Inquiry

(Continued from p. 84.)

THE FIRST WITNESS

Dr. A. E. HUMPHRIES (President of the National Association of British and Irish Millers in 1906-07, 1917-18 and 1918-19; a member of the Royal Commission on Wheat Supplies and Flour Mills Control from 1917-21; Acting president of the Starch Section of the London International Congress on Applied Chemistry in 1909, and an Hon. LL.D. of Cambridge) gave evidence on behalf of the National Association of British and Irish Millers, which body, he said, represented a very large proportion of the trade. They used calcium biphosphate in the manufacture of self-raising flour and as an "improver" in ordinary wheaten flour, and they had recently taken a lead in insisting upon the purity of the substances they used. They had a research station. Millers generally had not regarded calcium biphosphate as a heavy chemical, and one of the reasons why he personally did not regard it as such was the fact that it had a high degree of purity. He would not accept calcium biphosphate with a calcium sulphate content of more than two per cent., and that was a general requirement of the milling trade.

DR. HUMPHRIES CROSS-EXAMINED

Mr. TREVOR WATSON (for the Board of Trade) referred to a report made to the Local Government Board about fifteen years ago, as the result of which, he said, a ten per cent. content of calcium sulphate in calcium biphosphate was regarded as being good enough as a maximum, and he asked if witness considered that a ten per cent. calcium sulphate content was more than was desirable.

WITNESS replied that it was more than the millers were using, and a biphosphate with a ten per cent. calcium sulphate content would be unsaleable.

Asked if he would regard a phosphate containing as much as ten per cent. of sulphate as being other than a fine chemical, witness said that it was a doubtful point.

Mr. SWAN (for the opponents), who also cross-examined, suggested that a ten per cent. calcium sulphate content had been accepted by the trade as a basis for the standard quality of calcium biphosphate, and that if the biphosphate did not contain more than ten per cent. of sulphate legal proceedings were not taken under the laws governing the purity of foods.

WITNESS replied that there might not be trouble with the Government in respect of such a biphosphate, but there would be trouble with the consumers.

EVIDENCE FOR COMPLAINANTS

The next witness was Mr. A. E. BERRY (a director of A. Boake, Roberts & Co., Ltd.), who was examined by Mr. Cripps, K.C. He said that at one time he had had charge of the manufacture of acid calcium phosphate when it was being manufactured by Boake, Roberts & Co. This manufacture was started in 1897, and the product was introduced under the name Argolline. This substance was the 50 per cent. quality and the diluent was the mono-acid phosphate. By 1919 the firm's output was 400 tons per annum. It was then closed down as its production was unremunerative, competition with the imported product being impossible. The price at which this product was sold was under the cost at which they could manufacture it. They had recently started manufacturing again. During the time when they were not manufacturing they had bought what they wanted to execute orders. They had made attempts in 1921-22 to again start the manufacture, but since then not until 1927. He had been engaged in heavy chemical manufacture with the United Alkali Company and elsewhere before he joined Boake, Roberts & Co. He said that he considered acid calcium phosphate a fine chemical. There was considerable difference between the skilled scientific control in the manufacture of fine and heavy chemicals.

MR. BERRY CROSS-EXAMINED

Cross-examined by Mr. Whitehead, K.C., witness agreed that "laboratory" calcium acid phosphate was

a material entirely used for scientific purposes. He thought it was sold at 4s. to 5s. per lb., whilst baking powder quality cost 3d. to 4d. per lb. He did not know how the commercial article was converted into the pure article, which he had seen listed in various catalogues. He accepted the fact that The British Drug Houses quoted acid calcium phosphate, giving the formula $\text{CaH}_2(\text{PO}_4)_2$, at 5s. per lb., but he would not be surprised if the article was impure and contained mono-acid phosphate. He agreed that whilst it was customary to offer baking powder quality as calcium biphosphate, it was also offered as biphosphate of lime. He agreed that Boake, Roberts & Co. had offered it under the last-mentioned name. When asked what the standard should be for acid phosphate of calcium, baking powder quality, the witness said: "It is calcium acid phosphate, $\text{CaH}_2(\text{PO}_4)_2$, so made by scientific control during manufacture as to produce the degree of acidity required." He agreed that a Customs official could not ask any questions which would obtain answers to satisfy him that it had been so manufactured, but the importer could produce an analysis. In reply to the Referee, who asked him what degree of acidity would satisfy the requirements, he said that a Customs official should require to know if it really was acid phosphate of calcium. He would make all acid phosphate of calcium dutiable. The degree of acidity for baking powder quality should, in his opinion, be not less than the 50 per cent. standard. He agreed that he was a Bachelor of Science, but did not now know much about the chemistry of the matter and did not know quite what the 50 per cent. standard meant. The maximum strength of the commercial product was 80 per cent. standard. He agreed that the 50 per cent. standard would contain 57 per cent. of actual acid calcium phosphate and 43 per cent. of other bodies. He would regard such a product as a fine chemical. He would instance phosphoric acid as another fine chemical which might contain 43 per cent. of another substance and yet be a fine chemical. He agreed, however, that this could only be water and would be properly described as pure dilute phosphoric acid. He was not aware of any prosecution for anything which came within the standard suggested by the Local Government Board, but he thought that any acid calcium phosphate containing as much as 10 per cent. of calcium sulphate would have no sale. He agreed that their own early manufacture was only of 50 per cent. strength, and was marketed in one-cwt. barrels. His firm manufactured potassium metabisulphite at the time they were making acid phosphate, and that was a fine chemical. They were also making heavy chemicals at the same time. Potassium metabisulphite was not in their fine chemical list. A letter which was signed by one of his fellow directors in January 1925 to the effect that the buyers of this article preferred a diluted article might have represented the feeling of buyers when it was written, but did not do so now. He objected to the description of cream of tartar substitute for this article. A number of price-lists of Boake, Roberts & Co. were put to the witness, in which calcium acid phosphate was not classified under their heading "Fine Chemicals." The witness admitted that those chemicals listed under that heading were made in the Essence department, which was known as the Essence and Fine Chemical Department. The phosphates were all made in a separate department. The lists in which the phosphates were included also contained many fine chemicals. Mr. Whitehead remarked that most of those which were included in the list were marked "R," so that they would test this statement later. He could only remember one fine chemical other than acid calcium phosphate which they sold under a brand name (Argolline). This was potassium meta-bisulphite, which was sold under the registered name "K.M.S." He agreed that this was only the use of initials of the chemical symbols. He agreed that triphenyl and tricrystall phosphates were made in the essence department. The control of the two departments was in different hands.

PROFESSOR DONNAN asked the witness how, in his view, he would deal with the question of a duty being levied on commercial superphosphate of lime. The witness replied that he would have it exempted as being used for agricultural purposes.

The hearing was adjourned until Thursday, January 19, when Mr. L. R. B. PEARCE, B.Sc., A.I.C., F.C.S., who said he was a chemical merchant and consulting chemist, gave evidence. He was inclined to the view that calcium biphosphate (baking-powder quality) was a fine chemical. He had had experience in the manufacture of fine chemicals, including such chemicals as benzyl alcohol, triphenyl phosphate, and potassium metabisulphate. As a heavy chemical manufacturer he had had experience of manufacturing commercial soda phosphate, contact sulphuric acid and other heavy chemicals. About seven or eight years ago he had been in charge of a calcium biphosphate plant, and had always since that time kept up to date in the manufacture of that substance as far as was possible by reading the literature published on the subject. He said that the amount of care necessary in carrying out the process could not be appreciated merely from a text-book knowledge of it. It was necessary to have had practical experience of it. When the manufacture of calcium biphosphate was viewed from the standpoint of the process employed in its manufacture it was, in his opinion, a fine chemical. He said that in the manufacture of fine chemicals it was essential that the product should be kept pure in every stage of the process, whereas in the manufacture of heavy chemicals this purity was not of the essence of the process, although it sometimes happened that a heavy chemical was pure. In answer to the Referee, he said that in the manufacture of heavy chemicals it sometimes happened that in the initial stages of the process there was considerable purity, but nevertheless it did not follow that the final product was pure. He gave as an example the manufacture of contact sulphuric acid. He went on to say that, from his experience as a merchant, he found that buyers in the baking-powder trade required calcium biphosphate to conform to certain standards. With reference to purity, the standard required was for arsenic and lead that laid down by the Royal Commission, namely, maxima of 1.42 parts per million of arsenic and 20 parts per million of lead. Fluorine must be entirely absent. As to calcium sulphate, the maximum tolerated was two per cent., and most buyers required less than that, and the material must be white and dry. It sometimes contained diluents, the chief of which was calcium monoacid phosphate. He said that there used to be more than one strength of calcium biphosphate on the market, but now the only strength that could command any sale was that known as the 80 per cent. strength. Superphosphate of lime, he said, although it contained some calcium biphosphate, was quite a distinct material from the baking-powder quality of calcium biphosphate, and was undoubtedly a heavy chemical. It contained a comparatively large quantity of arsenic, and was used solely as a fertiliser and artificial manure, being totally unfit for human consumption. He did not consider that it was possible to refine superphosphate so as to produce calcium biphosphate (baking-powder quality) as a commercial and economic proposition. He knew of a large number of fine chemicals which had industrial uses, and gave as an example amyl acetate. These industrially used fine chemicals formed a greatly increasing part of the fine chemical manufacturers' output. In answer to Professor Donnan, he defined an "industrial chemical" as one used in the arts in large quantities and not for direct human consumption. He said that when he bought or sold calcium biphosphate it was always accompanied by a guarantee of purity. His guarantee was in this form:—"I guarantee this material to conform to the requirements of the Food and Drugs Act and to the requirements of the Board of Trade recommendations." He produced a form of guarantee from Clifford Christopherson & Co., from whom he bought calcium biphosphate. With reference to the laboratory quality of calcium biphosphate, he said that he had never seen a 100 per cent. pure sample, and he did not think it was obtainable. He had examined samples sold by merchants, and found them to contain free acid in appreciable quantities. He produced some analyses showing 0.73 per cent., 13.3 per cent., and 7.6 per cent. of free acid. This material was of no use for baking-powder purposes, as it was a deliquescent crystalline substance which would require to be converted into a dry powder. The best method of doing this

would be to add an excess of monoacid phosphate. The chief impurity contained was free phosphoric acid.

MR. PEARCE CROSS-EXAMINED

Cross-examined by Mr. Whitehead, K.C., he admitted that he did not personally conduct the analyses which he had produced of laboratory biphosphate. When asked to explain the terms 80 per cent. and 50 per cent. quality as applied to calcium biphosphate, he said that the 80 per cent. had eight-fifths of the acidity of cream of tartar and the 50 per cent. had the same acidity as cream of tartar. The terms did not refer to the actual percentage content of calcium biphosphate. He said that he would hesitate to define a fine chemical, but he would describe it as "a material made with necessarily predetermined characteristics." These characteristics would depend upon some specification that had been laid down. He agreed that this specification would be different for different chemicals, and that therefore there would be different characteristics for different fine chemicals. He said that he was not a miller and did not know what their requirements were as regards the quality of sodium bicarbonate, but this could be and was made in accordance with predetermined characteristics, and as such was a fine chemical, and in the R quality was included in the Board of Trade list as a dutiable article under the Safeguarding of Industries Act. He found from his experience as a chemical merchant that buyers insisted upon calcium biphosphate being substantially free from sulphate and from fluorine, and thus from that point of view he considered that it was a fine chemical. He agreed that the greater proportion of fine chemicals were manufactured in small quantities at a time, but said that there were, however, a considerable number made in large batches, and instanced his experience in making benzyl alcohol for warlike purposes in 5-cwt. batches. He further agreed that in the manufacture of heavy chemicals it was quite usual to make quantities of four to five tons at a time. He said that although his only experience in the manufacture of calcium biphosphate was in 1919, he had kept *au fait* with the American method of manufacture in so far as it was dealt with in current literature. Questions were then put to him as to the method of manufacture employed by the Victor Chemical Co., one of the largest American manufacturers of calcium biphosphate. He agreed that it was a process conducted on a very large scale, and was prepared to accept the statement that as much as 8,000,000 lb. were manufactured in a batch, and that it was largely a routine operation carried through by unskilled labour under supervision. Dealing with his own experience of manufacture at Boake, Roberts' factory, he said that he had always made the 50 per cent. strength, and that the biggest batches made were about two to three tons. Calcium biphosphate was made in the same department as common soda phosphate. He was general works manager in charge of the whole of the production of the factory. He had under him plant chemists, one of whom managed both the soda phosphate and the calcium biphosphate plants. Samples of the material were sent to the production chemists at each stage of the manufacture, and there was also a check by the laboratory department. He agreed that heavy chemicals were often very pure. The Referee interposed to say that on that point the tribunal was agreed that heavy chemicals were often as pure as fine chemicals. Mr. Pearce then said that calcium biphosphate conforming to the legal standard of purity would have no sale, as buyers were most discriminating and demanded a very low sulphate content. He knew of no brand on the market containing more than two per cent. of sulphate. He himself gave a guarantee of freedom from sulphate in addition to the guarantee that the material satisfied the requirements of the Food and Drugs Act and of the Board of Trade. He said that the monoacid phosphate was present in calcium biphosphate as a result of the process of manufacture. He would call it a diluent for want of a better name.

The next witness was Mr. H. C. ROBERTS, a traveller in chemical products employed by Clifford Christopherson & Co., the sole selling agents of Albright & Wilson's "Ibex" brand of calcium biphosphate, who

gave evidence as to the amount of sulphate tolerated by buyers, which he put at a maximum of two per cent. He said that his firm always sold "Ibex" with a guaranteed sulphate content.

MR. HOWARD'S EVIDENCE

Mr. D. LLOYD HOWARD (managing director, Howards & Sons, Ltd., Ilford) was the next witness. His firm, he said, had made calcium biphosphate of baking powder quality for some years, but had abandoned its manufacture in 1919. He considered it to be a fine chemical. Fine chemicals did find a place in industry, and were used by his firm in their manufacture as raw materials. The firm made fine chemicals in quite large quantities, as, for example, quinine—of which they made up to a ton a week—Rochelle salts and aspirin.

Prof. THORPE asked why the firm had given up the manufacture of calcium biphosphate.

WITNESS said his recollection was that they had not made it on a specially large scale, and at that time they had found it very hard to house all the plant they required and wanted the space previously occupied by the calcium biphosphate plant for something else of more interest to them.

Mr. CRIPPS: And which perhaps paid better?

WITNESS: Very possibly.

Cross-examined by Mr. Swan, witness agreed that quinine, Rochelle salts and aspirin were used to a large extent in pharmacy, and that in general the chemicals used in pharmacy were regarded as fine chemicals. At the same time, he did not rely solely on the fact that a substance was used in pharmacy, when classifying it as a fine chemical. The three substances mentioned were purified to a very high degree, and, particularly in the case of quinine and Rochelle salts, the process of manufacture required a very great amount of scientific supervision.

Replying to further questions, he said that calcium biphosphate of baking powder quality would correspond to pharmaceutical chemicals from the point of view of purity; in fact, the test for arsenic in calcium biphosphate would be a severe one if applied to some pharmaceutical chemicals.

It was pointed out by counsel that that arsenic test was the same as that imposed on all chemicals used in food. Witness agreed that that might be so, but maintained that it was more severe than that imposed on many pharmaceutical chemicals.

Another chemical used as an ingredient in baking powder, i.e., bicarbonate of soda, Mr. Swan pointed out, was not dutiable under the Safeguarding of Industries Act, and was not regarded as a fine chemical. The very pure form of sodium bicarbonate, however, as used as an analytical reagent, etc., was in the list of dutiable articles.

Mr. Stafford Cripps, K.C., then called Mr. A. S. WOOD, J.P., a merchant of materials for the baking trade, who said that he dealt in calcium biphosphate for baking powder purposes to the extent of about five tons a year. He sold it in parcels varying from 7 lb. to 1 cwt. He had never given much consideration to the term "heavy chemicals," as he did not deal in anything that he would call a heavy chemical. He did not consider that calcium biphosphate was a heavy chemical. Cross-examined by Mr. Swan, he said that he sold both cream of tartar and bicarbonate of soda. He sold less cream of tartar than calcium biphosphate, which sold at about half the price of cream of tartar. Both substances were packed in the same manner, in one-cwt. barrels, and in smaller quantities in parcels.

Evidence was then given *in camera* as to the processes used by the complainants and by Albright & Wilson for the manufacture of calcium biphosphate, in the course of which the hearing was adjourned until Tuesday, January 24.

HEARING IN CAMERA

A further meeting was held on Tuesday, January 24, when evidence was heard in camera. Owing to the unfortunate fact that the chairman has met with an accident and is unable to leave his home, this hearing was held at Mr. Hindson's private address in Mount Street, Park Lane, London. The date of the next meeting has not yet been fixed.

Merchandise Marks Act Inquiry

IMPORTED GLUE AND GELATIN

AN application by the Federation of Bone Users and Allied Trades and the Federation of Hide, Gelatine and Glue Manufacturers—which was supported by the fish-glue manufacturers—for a mark on sale Order under the Merchandise Marks Act on imported glue (including glue size) and gelatin was the subject of an inquiry at the offices of the Board of Trade on Monday, January 23. The applicants were represented by Mr. Carrol Romer, whilst the opponents (the leading importers who had joined together in a body for the purpose of this inquiry) were represented by Mr. Comyns Carr, K.C., and Mr. Cartwright Sharp. The Committee consisted, as usual, of Sir H. Llewellyn Smith, K.C.B., Mr. W. Davenport and Mr. G. N. Barnes, and it was stated at the outset, on behalf of the applicants, that their application would be amended. Whereas at first an Order marking both on sale and importation was asked for, this was reduced to an application for an order marking on sale only, and the marking was also asked to be confined to one-cwt. bags or such other size as might be found suitable, this particular size being a common one in the trade.

After these two amendments had been made, Mr. Romer opened the case for the applicants and explained that it was not intended by the application that small quantities sold retail over shop counters should be marked, as it was felt to be impracticable. Counsel explained that the Federation of Bone Users and Allied Trades was formed in 1919 and comprises all the leading bone users and glue manufacturers in the country, and that the Federation of Hide, Gelatine and Glue Manufacturers was formed in 1921 and comprises all the leading manufacturers of that class in Great Britain. It was estimated that they represented 90 per cent. of the trade by way of numbers of firms and also output, and it was added that 60 per cent. of the output of the members was home trade and 40 per cent. was export. The quantity of glue being imported into this country was said to be approximately equal to that manufactured here, whilst the quantity of gelatine imported was many times that made here. The application, continued counsel, covered bone glue, bone gelatin, hide glue, hide gelatin, skin glue, skin gelatin, fish glue, glue size, hide and bone glue, and hide and bone gelatin in cakes, thin sheets, flakes, powder, crystals, pearls and liquid, but it was not intended to cover articles in which gelatin entered as an ingredient, such as fruit jellies and the like. Although counsel said that the glue manufacturers of this country employed some 6,000 workpeople and turned out 27,000 tons per annum, there was some dispute as to the exact figures, and the chairman suggested that the figures in the last Census of Production would be the most exact ones. It was also mentioned that the application does not cover gum.

WITNESS FOR THE APPLICANTS

Mr. ROGER DUNCALFE, a managing director of British Glues & Chemicals, Ltd., and a member of Council of the Federation of Bone Users and Allied Trades, was the only witness called for the applicants, it being stated that there were others who would, however, merely go over the same ground again. Samples of Continental and British glues and gelatins were handed to the Committee with the object of showing how difficult it was to tell one from the other by sight or colour.

Mr. COMYNS CARR, in the early part of his cross-examination, said that the real people concerned, the large commercial buyers of glues, would not be deceived, because they bought on sample or analysis, nor would the importers be deceived, because they knew where their supplies came from. On the other hand, the general public, whom one would imagine ought to be protected, would not be protected as the application now stood, because it did not cover small quantities sold retail over the counter.

The question of the international price maintenance organisation—Epidos—was next mentioned by counsel, and it was stated by witness that a large number of firms

in this country and on the Continent are members. Mr. Comyns Carr emphasised the point that during the past two years the average price of glue has risen from £35 to £45 per ton owing to the operations of Epidos.

Mr. DUNCALFE would not necessarily admit that this rise in price was due to the reason stated, and he added that the two Federations making this application were not members of Epidos and that all the members of the two Federations were not members.

This line of cross-examination led the witness to ask the Committee whether these questions were relevant.

The CHAIRMAN said he was watching the proceedings and would see exactly what the point aimed at was.

Mr. COMYNS CARR said his point was that this application was put forward solely with the object of enabling the members of Epidos in this country to maintain their high prices by hampering imports from firms not within the ring, and did not have so much for its object the protection of the British public by letting them know the source of their supplies.

The CHAIRMAN remarked that this question of price maintenance had been raised at previous inquiries, and he had rather held that it could not be gone into as it was outside the scope of the Merchandise Marks Act. Such an inquiry would rather turn the proceedings into a Safe-guarding of Industries inquiry, and although he did not wish to curtail the cross-examination, he expressed the hope—after conferring with the Committee—that Mr. Comyns Carr would refrain from going too deeply into that question except so far as to indicate the possible effect of an Order upon prices. Otherwise it would mean a very long and expensive inquiry, which, if embarked upon, would have to be gone into thoroughly and not merely scratched. As a matter of fact, he himself was a member of another Committee which was dealing with this very matter in another connection.

Mr. COMYNS CARR then continued his cross-examination and obtained agreement with the witness that the ordinary purchaser over the counter of ironmongers' and similar shops—whom Mr. Carr said was the real general public in this matter—would have no protection from the Order as now asked for. At the same time, Mr. Duncalfe contended that it did not at all follow that the purchaser of larger quantities would know the source of supply unless the bags or containers were marked.

MARKING IMPORTED SUPPLIES

A series of questions were put regarding the effect upon imported supplies, and Mr. Duncalfe said he did not believe marking would in any way interfere with the existing trade of the better-known foreign supplies, but it might have an effect upon the large anonymous supplies which were coming in without any indication whatever as to origin. The buyers here of the goods made by large firms on the Continent knew what they were and often definitely asked for them, although they might not be branded in any way. At the same time, some foreign firms already marked their glues and gelatins, so that there could be no difficulty about doing it.

Mr. COMYNS CARR said it would involve considerable inconvenience and some expense, which the importers here would have to bear.

Mr. DUNCALFE said the expense should be trifling, and the marking could be done by the manufacturers before the goods were sent here.

Mr. COMYNS CARR said another objection to marking was that if imported glues and gelatins were marked in such a way as to indicate either the town they came from or the manufacturers, the agents here foresaw their customers going direct to the manufacturers and so losing a good deal of business.

Mr. DUNCALFE replied that the risk of this was slight as the average purchase was a relatively small one—a matter of a few cwt. at a time—and the buyer would not want to bother with all the arrangements involved in shipping, etc., in buying direct.

The next point dealt with was how a 50 per cent. British and a 50 per cent. foreign blended glue should be marked. If marked "foreign," said counsel, it would imply that the whole of it was foreign, whilst, on the other hand, it equally could not be marked British.

The CHAIRMAN said it was obvious that if an Order were made some consideration would have to be given to that

point. The matter had been gone into in the honey case—dealt with by another Committee—and the suggestion there had been to label blended honey as "blended imported."

Mr. COMYNS CARR said even that would not be an indication to the public that part of the contents were British.

At this point the inquiry was conducted *in camera* to enable Mr. Comyns Carr to put some questions concerning the operations of Epidos, and certain other questions regarding Mr. Duncalfe's firm.

When the inquiry was resumed in public the Chairman asked the position with regard to small bottles, tins or tubes of liquid glue. Why should they not be marked, because the Committee, even though the application was for a mark on 1 cwt. bags, had discretion to order the marking of smaller quantities.

COUNSEL on both sides admitted that they had overlooked this latter fact, and Mr. Comyns Carr said he had taken it that the larger quantities only would be marked if an Order were made.

Mr. ROMER, for the applicants, also said he had not given the point consideration, but saw no reason why these small quantities should not be marked if the Committee thought fit.

Mr. COMYNS CARR pointed out the considerable inconvenience that would arise if an importer, receiving a consignment of cases of small tins or bottles, had to take every one out and mark it.

This closed the applicants' case, and Mr. Comyns Carr briefly addressed the Committee on behalf of the opposition. He said that the opponents were large merchants who, during the past year or two, had found themselves considerably handicapped by the rising price due to Epidos and had been compelled to go to firms outside that organisation for their supplies. The view of these merchants was that an Order would merely have the effect of hampering their trade in the interests of price maintenance, and with very little, if any, advantage to the British public. Indeed, said Counsel, the view in those industries for which Orders had already been made was that it was very doubtful if these Orders did much good anyway, and he suggested that in the present case an Order would be more harmful than helpful in the long run because the people whom he had always regarded as the British public, i.e., the small purchaser, would not be protected in any way. Another view was that marking foreign goods would tend to advertise them, and if a user here found that a certain article gave him satisfaction, even though he knew it was foreign, he would tend to ask for it again, but it was no part of this Committee to do anything which would increase foreign trade. Summing up the whole position, however, Mr. Comyns Carr said the glue and gelatin industry was not an enormous one, and the results of imposing an Order were likely to be so little beneficial to the country as a whole that it was one of those cases in which an Order would not be worth the trouble of putting into force.

Mr. J. R. K. PENNINK, manager to Mr. Paul Ingenlath, spoke as to the effect of the Epidos prices, and how he had had to find firms outside that organisation in order to get supplies.

Mr. T. H. PALMER, of W. H. Palmer & Co., Ltd., was called to give evidence with regard to making up glue into small bottles, tins or tubes, and said that he purchased glue in bulk and treated it in this manner. He objected, however, to having to mark these small containers "foreign" because in many cases they went out with the brands of his customers or his own brand. When buying his glue he did not inquire its origin.

The CHAIRMAN reminded witness that under Part I of the Act, any branded foreign goods must be marked foreign.

Mr. PALMER said he was not aware of that.

The CHAIRMAN: However, that has nothing to do with this inquiry.

Mr. ROMER, who briefly addressed the Committee for the applicants, said apparently the witness knew neither the origin of his glue nor the law on the subject of selling branded goods.

The inquiry then closed, and the Committee will report in the usual way.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, January 26

With the turn of the year business generally in the produce markets shows signs of broadening. It may be noted that much more buying than usual took place after the drug auction last week, buyers being no doubt able to fill their requirements on rather better terms than in the public sale. Among the price changes in drugs is an advance in last year's cod-liver oil based on lean livers, but further developments are awaited before much interest will be shown. Senega has a very firm undertone at the source, with c.i.f. business at previous prices. Ergot has been irregular and in rather more demand. Dalmatian insect flowers and hydrastis are dearer; grindelia robusta is easier. Among the essential oils, lemon, bergamot and orange have again advanced. Cloves having improved, the oil is slightly dearer. American peppermint is a shade higher, and wormseed, after a decline, has again advanced. Cochinal lemongrass is also dearer. In the pharmaceutical chemicals group, business, although of limited size as regards quantities, is fairly good. Citric acid has sharply advanced and citrates are 2d. per lb. dearer; tartaric acid is firmer and likely to improve further. British aspirin is meeting with a fair contract business, and in salicylic acid competition remains very keen. Among the industrial chemicals business continues fairly satisfactory, with only a few minor price changes. Commercial potassium permanganate is slightly cheaper, and sodium acetate is very firm and scarce. Sodium nitrate is easier, and arsenic is still on the weak side. In the coal-tar products pitch is again cheaper, likewise pure methyl alcohol. Cresylic acid is slightly higher, and carbolic acid crystals are unaltered. Among the fixed oils quiet conditions are current in most items, a few of which are easier. Palm oil, turpentine, acid oils, groundnut and rape have declined, while coconut and soya are unsteady. Other price-changes include a continued easier feeling in mercury and a sharp decline in shellac.

Higher	Firmer	Easier	Lower
Bergamot oil	Clove oil	Acid oils	Methyl alcohol
Citrates	Coriander seed	Grindelia	Petroleum
Citric acid	Cream of tartar	robusta	Pitch
Cod-liver oil	Cresylic acid	Ground nut oil	Resin
Dextrin	Orange oil	Male fern ext.	Shellac
Glucose	Tartaric acid	Menthol	Turpentine
Hydrastis	Wormseed oil	Mercury	
Insect flowers		Palm oil	
Lemongrass oil		Potash	
(Cochin)		permanganate	
Lemon oil		Rape oil	
Maize starch		Sodium nitrate	
powder			

Crude Drugs, etc.

AGAR AGAR is dull of sale, Kobe No. 1 offering at 3s. 4d. per lb. on the spot, and January-March shipment at 3s. 1½d. c.i.f.

ALOES (Curacao).—Business has been done in t.q. at 56s. per cwt. c.i.f.

ANTIMONY met with a slow demand, but English high-grade refined remained at £64 10s. to £65. Spot parcels of Chinese regulus were quoted at £46 upward and at £41 to £41 10s. c.i.f. Chinese crude on the spot is quite nominal at £37.

ARNICA FLOWERS.—For good fiery 6s. per lb. is quoted. BALSAMS.—Good hard bright *Tolu* is offered at 3s. 6d. Genuine B.P. *Peru* as imported is unaltered at 5s. 6d. per lb. B.P. *Copaiba* is 1s. 10d. per lb. for genuine Maranham. *Canada* balsam of good quality can be had at 5s. 3d. to 5s. 6d. per lb.

BAYBERRY BARK is very scarce: 9d. has been paid in New York. Nothing is to be shipped before March-April, for which 7½d. c.i.f. is quoted.

BLACKHAW BARK is quiet at 1s. 2d. per lb. c.i.f.

BELLADONNA ROOT.—High testing root continues scarce, 62s. 6d. per cwt. spot being quoted for 0.49.

CARAWAY SEED.—Dutch for prompt shipment is offered at 36s. 6d. per cwt. c.i.f.

CARDAMOMS.—Bombay decorticated seed has advanced to 5s. per lb. c.i.f., and for green Alleppy pod 4s. c.i.f. is quoted.

CLOVES.—Zanzibar are steady at 7½d. per lb. on the spot. For shipment, January-March has sellers at 7½d. per lb. c.i.f., and February-April at 7½d. c.i.f. delivered weight. The landings during the week ended January 21 were 489, and the deliveries 240, leaving a stock of 11,895 bales, against 7,216 in 1927 and 14,127 in 1926. The landings during the period January 1 to 21, 1928, were 2,759 bales, against 599 for 1927, and the deliveries 361, against 986 in 1927.

COCOA BUTTER.—Prime English C.F.R. is 1s. 8½d., and other makes at 1s. 7½d. per lb. in not less than one-ton lots.

COD LIVER OIL is dearer on account of the early reports that are now filtering through, indicating that livers, so far this season, are very lean, and on this account makers are loth to make any offers of new oil, and have raised their prices for 1927 quality. It is still impossible to give reliable offers of new season's oil, as the responsible makers decline to speculate on future prospects. From 150s. to 155s. per barrel c.i.f. is quoted for non-freezing steam-refined 1927 oil.

BERGEN, January 23.—The market has fluctuated during the past week. The official quotation for non-freezing steam-refined quality is 155s. per barrel, c.i.f. London. As regards the new codfishing, the general opinion is that the livers will be lean this season.

CORN PRODUCTS, ETC.—Guaranteed water-white *glucose* (corn syrup) is 21s. per cwt. for January-April delivery, ex store, London, duty paid. Dutch *maize starch powder* (cornflour) is 14s. 10½d. per cwt. on the spot. American for January-April delivery is 14s. 9d. per cwt., ex store, London. Pearl starch for January-April delivery is 14s. 3d. ex store, London. Dutch *maize starch crystals* is 19s. 6d. on the spot. American for January-April delivery 19s., ex store, London. Dutch *dextrin* is 22s. 6d. per cwt. for superior. American canary for January-April delivery is 18s. 3d. White, 18s. 3d. for January-April delivery, ex store, London. Dutch *farina* is 17s. 9d. per cwt. on the spot, and 16s. 9d. per cwt. f.o.b.

DAMIANA LEAVES are rather cheaper, offering at 11d. per lb. on the spot. To arrive, 8½d. to 9d. c.i.f. is quoted.

DIGITALIS LEAVES.—Market appears to be cleared; recent sales have been made at about 95s. per cwt. c.i.f.

ERGOT.—Russian has been arriving more freely of late with apparently more demand at irregular prices. The spot offers include thin Russian at 3s. 2d. and bold Polish at 3s. 5d.; to arrive, prices vary from about 3s. to 3s. 2d. to 3s. 5d. c.i.f. Several lots of Spanish have been sold on the spot recently at from 6s. to 6s. 9d. per lb., with up to 7s. and even more quoted; to arrive, 5s. 6d. to 6s. c.i.f. is quoted as to seller.

GALLS are quiet, with Chinese plum shape offering to arrive at 54s. per cwt., and ordinary shape at 52s. 6d. c.i.f.

GENTIAN.—Good French is offered at 33s. 6d. per cwt. on the spot.

GRINDELIA ROBUSTA is easier, offering at 45s. per cwt. c.i.f.

HEN YOLK is steady, Chinese dried offering at 1s. 10d. per lb. on the spot, and January-February shipment at 1s. 9½d. per lb. c.i.f. Prime albumen on the spot is 2s. 5½d., and January-February shipment 2s. 5½d. per lb. c.i.f.

HYDRASTIS.—An advance of 35 cents per lb. has been made on the other side, shippers quoting 16s. 3d. to 16s. 6d. c.i.f.; spot prices are now from 16s. 9d. to 17s. per lb.

INSECT FLOWERS are dearer, closed Dalmatian offering at 140s. per cwt. c.i.f., down to 125s. for open. It is difficult to get offers of Japanese at 130s. per cwt. c.i.f.

MAGNESIUM.—Demand is not very active, but home makers maintain their terms at 3s. 9d. to 4s. 3d. per lb. for small ingots and sticks, while powder is variously quoted at 5s. to 6s. 3d. per lb., according to quality and quantity.

MALE FERN EXT. is a little easier at from 4s. 4½d. per lb. for 24 per cent. filicin.

MENTHOL is quiet and a trifle easier at 15s. 6d. per lb. for Kobayashi-Suzuki on the spot, and for January-March shipment sellers quote 15s. per lb. c.i.f.

MERCURY.—There has been a further downward tendency, and business is limited. Sellers on the spot ask £22 to £22 2s. 6d. per bottle, according to quantity. F.o.b. terms for shipment from Spain are about £21 10s. There has been a little export business done for direct shipment to Japan and Hongkong, and a fair line was disposed of to New York. The market there is reported quieter at about \$124 per bottle duty paid.

OPIMUM.—The London market is unchanged, usual Turkey druggists' quality offering at 2s. 2½d. per unit.

CONSTANTINOPLE, January 15.—During the past fortnight arrivals were as follows: Druggists', 1,408; "softs", 197; and Malatia, 190 cases. Sales included 30 cases druggists' at £129-31½ and two cases "softs" at £132-32½. Stocks totalled: Druggists', 977; "softs", 209; and Malatia, 147 cases. The corresponding stocks last year were 858, 96 and 356 cases respectively. The market is quiet. Speculators are awaiting a renewal of the demand. Prices are unchanged and good quality is maintained.

ORANGE PEEL.—Good thin cut so-called Maltese strip of the new crop just in is quoted at 1s. 6d., and old crop at from 1s. 2d. to 1s. 3d.

PLATINUM.—There has been an extension of demand, chiefly from dealers, which has aroused more attention from users, and the tone is strong. In the latter part of last week prices were repeatedly raised and were again put up early this week. Quotations for refined are £16 15s. to £17 5s. per oz. Crude platinum is now about £14 10s. to £15. Iridium has been taken up to £85 to £90 per oz., the supply available being limited.

RUBBER remains very quiet, without any appreciable change in prices, although towards the close a slightly firmer tone was noticeable. The Singapore market, which has recently been closed, on account of the Chinese holidays, remains steady, and it is possible that if there is no further weakening from that quarter, the market may improve. The trade has been very quiet since the beginning of the year, and it is possible that with a slightly better market, manufacturers will again be purchasing. Arrivals last week totalled 1,623 tons, whilst deliveries were 1,697 tons, there being a slight decrease of 74 tons in the stocks. The London stock now stands at 65,450 tons, against 53,662 tons at the corresponding period last year. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet spot and February, 1s. 7½d.; March, 1s. 7¾d.; April/June, 1s. 7¾d.; July/September, 1s. 8d. per lb.

SASSAFRAS BARK of root is in fair demand at 9d. to 10d. on the spot and at 8½d. c.i.f.

SEEDS.—The position of the market continues disappointingly slow, with prices unchanged. **ANISE.**—Spanish is 50s., Levant 33s. 6d., and Russian 30s. **CANARY** is neglected. **Mazagan** is 15s. spot, and 14s. 6d. c.i.f. is quoted for forward shipment, and **Saffi** 14s. 6d. spot. **CUMIN.**—Maltese is 60s. per cwt. spot, and Morocco 58s. 6d. per cwt. **CORIANDER.**—Morocco is firmer at 42s. per cwt. on the spot. In Russian new crop which is coming on the market there has been considerable activity at round about 34s. per cwt., c.i.f. for quantity. **FENUGREEK.**—Morocco is 16s. 6d. to 17s. per cwt. **HEMP.**—Manchurian is 17s. 6d. and Chilian 17s. per cwt. **LINSEED.**—Mazagan is 20s. 6d. spot, and 20s. c.i.f. is quoted forward. **MUSTARD.**—English is 28s. per cwt.

SENEGA has a very firm undertone, with sales at 5s. 6d. per lb. c.i.f., and on the spot nothing is to be had below this figure.

SHELLAC is from 15s. to 20s. per cwt. cheaper on the spot, usual standard TN orange quality having declined to 225s. per cwt.; fine orange is 250s. to 320s.; pure button, 280s.; and AC cakey, 245s. To arrive, the sales include TN for December-January shipment at 197s. 6d. to 180s.; January-February at 190s. to 167s. 6d. to 180s.; February-March, 165s. to 162s. 6d. to 170s.; March-April, 174s. to 152s. 6d. to 162s. 6d.; and April-

May, 154s. to 144s. to 161s. 6d. c.i.f. For delivery, the sales include March at 202s. to 179s. to 190s.; May at 186s. to 163s. to 176s.

SLIPPERY ELM BARK for grinding purposes is offered at 7d. per lb. c.i.f.

SQUILL is still very scarce, fair white being obtainable in limited quantity at 45s. per cwt. on the spot.

STRAMONIUM LEAVES.—Good green Hungarian are quoted at 55s. per cwt. c.i.f.

WAX (VEGETABLE).—Japanese is dull of sale at 85s. per cwt. on the spot and for January-February shipment 82s. c.i.f. is quoted.

Essential Oils

A FURTHER advance in Sicilian oils at the source has taken place this week, without greatly affecting the spot demand. **Cochin Lemongrass** is firmer. **Clove oil** is dearer, in sympathy with the improvement in the spice. **American peppermint** has slightly improved, and **wormseed**, after the recent decline, is firmer.

ANISE (STAR).—"Red Ship" on the spot is steady at 2s. 6d. to 2s. 6½d. per lb. Fair sales to the Continent are reported at 1s. 11½d. c.i.f. in drums, and tins and cases at 2s. 0½d. c.i.f. Leads are unchanged at 2s. 2½d. c.i.f.

BERGAMOT is again advancing at the source, from 22s. 6d. to 25s. 6d. per lb. c.i.f., to arrive being quoted for 37 to 38 l.a. Small lots have been selling on the spot at from 23s. to 23s. 6d., but rather more—up to 24s. 9d.—is now generally asked.

CASSIA on the spot is obtainable at 6s. 9d. to 7s. per lb. for 80 to 85 c.a. in small lots. Recently 5s. 6½d. c.i.f. has been quoted after bids had been made at 5s. 5d. c.i.f.

CEDARLEAF.—American on the spot is quoted at 5s. 3d. per lb. in drums, or c.i.f. to arrive.

CEDARWOOD.—American on the spot is quiet and in fair supply at from 1s. 3d. to 1s. 3½d. per lb. in drums, and 1s. 4½d. for cases. For shipment, 1s. 1d. to 1s. 2d. c.i.f. is quoted.

CITRONELLA.—Ceylon is steady on the spot at from 1s. 5d. to 1s. 5½d. per lb., and for shipment 1s. 4½d. c.i.f. Java oil is unchanged at 1s. 7½d. to 1s. 8d., and 1s. 7d. c.i.f.

CLOVE.—English distillers quote 4s. 9d. to 5s. per lb. on the spot, which is slightly firmer in view of the higher quotations for the spice.

EUCALYPTUS.—Australian on the spot is quoted at from 1s. 11d. to 1s. 11½d. per lb. for 70 to 75 cineol; 2s. for 75 to 80; and 2s. 3d. for 80 to 85.

LEMON has again advanced at the source, current quotations being 9s. 8d., 9s. 10d. and 10s. per lb. c.i.f. to arrive. On the spot 8s. 6d. to 8s. 9d. has been readily paid during the week, but the bulk of the remaining spot stocks, which are limited, are quoted at the wide range of 9s. to 10s.

LEMONGRASS.—Cochin is dearer on the spot at 3s. 5d. to 3s. 5½d. per lb., and for shipment 3s. 4½d. c.i.f.

ORANGE.—Sicilian *sweet* is very firm at 11s. 6d. to 12s. per lb. on the spot or c.i.f. to arrive. Limited quantities of West Indian *sweet* have been sold at 9s. to 9s. 3d., but there are practically no offers as there is difficulty in obtaining supplies at the source. *Bitter* has been sold at 8s. 9d. on the spot.

PEPPERMINT.—American natural tin oil is firmer at from 13s. 6d. to 14s. 3d. per lb. c.i.f. for cases (in some directions subject to confirmation), and drums at about 14s. c.i.f. On the spot, about 14s. to 14s. 6d. is quoted. Japanese dementholised is quiet, offering at from 6s. 3d. to 6s. 6d. per lb., according to brand and quantity. Forward positions are inactive, with sellers at 6s. per lb. c.i.f., buyers at 5s. 9d. c.i.f.

PEITIGRAIN.—Paraguayan on the spot is quoted at 6s. 6d. per lb.

SPEARMINT.—American on the spot is steady at 18s. 3d. per lb., and for shipment 18s. c.i.f.

SPIKE.—Spanish on the spot is unchanged at from 3s. 3d. to 3s. 4d. per lb. in large drums.

VEITVERI.—Bourbon is quoted on the spot at from 21s. to 21s. 6d. per lb. Fair spot sales have been made recently.

WORMSEED (CHENOPODIUM).—American oil, after a recent decline to 12s. 6d. per lb. c.i.f., has improved to 14s. and 14s. 6d. c.i.f. On the spot 14s. 6d. to 15s. is quoted.

The following arrivals have taken place from the countries indicated during the period January 18 to 24 (inclusive):—**Bergamot** (It.), 2 cs.; **caraway** (Holl.), 2 cs.; **cinnamon** (Cey.), 23 cs.; **citronella** (Jv.), 10 dm.; **geranium** (Alg.) 3 dm., (Réun.) 4 dm.; **gingergrass** (Br. Ind.), 4 cs.; **lavender** (Fr.), 5 dm.; **lemon** (It.), 29 cs.; **lemongrass**, (Guat.) 8 cs., (Br. Ind.) 9 dm.; **lilac** (Fr.), 1 cs.; **orange**, (Belg.) 1 cs., (It.) 6 cs., (Sp.) 6 dm., (B.W.I.) 10 cs.; **palmarosa** (In.), 4 cs.; **patchouli**, (Straits) 3 cs., (Seych. Is.) 13 cs.; **peppermint**, (Jp.) 25 cs., (U.S.A.) 4 cs., (Fr.) 5 cs.; **rose** (Fr.), 2 dm.; **rosemary** (Fr.), 1 cs.; **sandalwood** (Ger.), 1 cs.; **spearmint** (U.S.A.), 1 cs.; **wormseed** (U.S.A.), 1 dm.; **undescribed** (Ger.), 3 cs.

Pharmaceutical Chemicals, etc.

IMPORTANT movements in the citric acid market are now developing and the price is substantially higher. Tartaric acid may also move in the same direction to some extent. Otherwise the market keeps generally steady and business is by no means poor, although limited in size. Citrates are 2d. per lb. dearer.

ACETANILIDE is steady but quiet: B.P. crystals and powder offered at 1s. 5½d. to 1s. 6d. per lb.

AMIDOPYRIN is fairly steady at from 8s. 3d. to 8s. 6d. per lb.; business remains slow.

ASPIRIN.—The recently agreed prices are now becoming operative: quoted from 2s. 5d. to 2s. 7d. per lb., at which a fair contract business is being done by British makers.

BARBITONE is quiet and unchanged: dealers quote from 5s. 8d. to 5s. 10d. per lb.

BENZOIC ACID (B.P.) continues in fair demand with prices steady: quantities from 2s. 0½d. to 2s. 1d. per lb., ex works; smaller parcels, 2s. 2d. to 2s. 3d. per lb.

BENZONAPHTHOL is offered on spot in five-kilo parcels at about 3s. 2d. per lb.; market remains quiet.

BROMIDES.—Dealers' prices are substantially unchanged, and it seems that home makers' prices are about on equal terms: spot, ammonium, 2s.; potassium, B.P., crystals, 1s. 8½d.; granular, 1s. 8½d.; sodium, B.P., 1s. 11d. per lb., for quantities, in cases.

CALCIUM LACTATE is steady and in average demand: quoted from 1s. 1½d. to 1s. 2d. per lb., for quantities.

CHLORAL HYDRATE.—Duty-paid crystals continue steady at from 3s. 3d. to 3s. 4d. per lb.; fair business is reported.

CITRATES.—The makers have advanced prices by 2d. per lb., and now quote:—

	List Price	28 lb.
	per lb.	per lb.
	s. d.	s. d.
Ferri ammon. citrate B.P. ...	2 6	2 5
Potass. citrate B.P. ...	2 4	2 3
Soda citrate pure pulv. or gran.		
B.P.C. 1911 U.S.P.8 ...	2 1	2 0
B.P.C. 1923 U.S.P.9 ...	2 4	2 3
Ferri ammon. cit. green scales ...	2 11	2 10

CITRIC ACID (B.P. crystals).—There is a considerable change in this market. Many dealers have withdrawn their old offers and for the moment are not quoting; it is doubtful whether anything less than 1s. 8d. per lb., less 5 per cent., would be accepted for spot parcels. Business has been done in foreign for May-June delivery at from 1s. 7½d. to 1s. 8d. per lb. c.i.f.

CREOSOTE (B.P.) is steady as quoted by dealers from 1s. 8d. to 1s. 9d. per lb.

CREOSOTE CARBONATE shows no change on an unsteady and quiet market, dealers quoting from 5s. 10d. to 6s. 2d. per lb.

GUAIACOL CARBONATE continues at last week's figure of 4s. 8d. to 4s. 10d. per lb., with not much business moving.

HEXAMINE.—Dealers' prices are unchanged on the week, with competition keen: quantities from 2s. 2½d. to 2s. 3d.; smaller parcels, 2s. 3½d. to 2s. 4½d. per lb.

HYDROQUINONE is very steady under the controlled prices; a fair inquiry is current, half-ton lots at 3s. 8d. and up to 4s. 9d. per lb. for 14-lb. parcels.

LACTIC ACID (B.P.) is well maintained at 2s. 7d. to 2s. 7½d. per lb.; pale, technical, 50 per cent. by weight, £43 per ton, ex store.

METHYL SALICYLATE (B.P.) meets with a very limited business and prices remain at about 1s. 5d. to 1s. 6d. per lb.

METHYL SULPHONAL is gradually improving to the quoted rate of about 9s. 6d. per lb. for small spot lots; a few parcels may be slightly cheaper than this.

PARAFORMALDEHYDE (100 per cent. powder) is unchanged at 1s. 8d. to 1s. 9d. per lb., for quantities, in kegs.

PARALDEHYDE continues quiet, with prices as before: quantities, in carboys, 1s. 1d. to 1s. 2d.; small lots, in bottles, from 1s. 3d. per lb.

PHENACETIN is about steady on a competitive market as quoted at 2s. 5d. to 2s. 7d. per lb., as to quantity; the lower price might be shaded for very large orders.

PHENAZONE is steady at from 3s. 11d. to 4s. 2d. per lb., as to quantity; business has been fair.

PHENOLPHTHALEIN continues at the recently reduced controlled rates, with business moving fairly well: quoted from 5s. 11d. to 6s. 1½d. per lb.

POTASSIUM PERMANGANATE (B.P.) is offering from dealers down to 5d. per lb., for large quantities, in drums; smaller parcels from 5½d. per lb.

RESORCIN is steady at about 2s. 10d. to 3s. 1d. per lb.

SALICYLIC ACID (B.P.).—Competition continues very keen at from 1s. 2½d. to 1s. 3d. per lb., for quantities; small parcels, 1s. 3½d. per lb.

SODIUM BENZOATE (B.P.) is a good market and prices are firm, with foreign powder selling round about 1s. 7d. to 1s. 7½d. per lb., in quantities.

SODIUM DIETHYLBARBITURATE is quoted at about 7s. 10d. to 8s. per lb. on a slow market.

SODIUM SALICYLATE (B.P.) continues on a level and steady market, with fair business moving: crystals, from 1s. 8d.; powder, from 1s. 7d. per lb., for quantities; smaller parcels about a penny more.

SULPHONAL is offered by dealers from about 6s. 9d. to 7s. 1d. per lb.; market quiet.

TARTARIC ACID (B.P. crystals).—Spot may still be available at about 1s. 2½d., less 5 per cent. for foreign, but there is a firmer tone, and advances in prices for material to come forward are expected in the near future. At the close some holders ask 1s. 3d. for foreign.

TERPIN HYDRATE continues steady at from 1s. 5d. to 1s. 6d. per lb.

THYMOL remains slow of sale: fine white synthetic material is quoted at 10s. 3d. per lb., ex ajowan seed slightly more.

VANILLIN is quoted from 15s. 3d. to 15s. 9d. per lb. for 100 per cent. from cloves; business seems to be distinctly quiet.

The value of imported chemicals, etc., which paid Key Industry duty during the period January 1 to 20, 1928, was £29,759.

Industrial Chemicals, etc.

London, January 25.

A FAIRLY satisfactory flow of business continues in this section and the general tone remains steady. Cream of tartar is firmer. There are no alterations of importance in prices.

ACETIC ACID continues in average demand, with dealers' prices steady: 80 per cent. technical and 80 per cent. pure, £37 per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £66, in glass demijohns; glacial, in barrels, £57 per ton, ex store.

ACETONE is firm, with a fair volume of business moving: B.G.S., in drums, £63 to £66 per ton, ex store.

ALUM is quiet on spot at about £3 10s. per ton, in casks, ex store; slightly cheaper forward in quantities.

AMMONIA (ANHYDROUS) is meeting with plenty of inquiry and competition between home and imported makes is very keen: spot, from 9d. to 11d. per lb., carriage paid, in loaned cylinders; slightly cheaper for large contracts.

AMMONIUM CHLORIDE continues moderately active, with dealers quoting grey galvanising on spot at £22 per ton, in casks, ex store; slightly cheaper for contracts.

ARSENIC.—The market is still on the easy side, although the Cornish mines are fairly well sold up. £17 15s. is a general quotation, which would presumably be shaded to get business. Mexican high-grade is offering at £17 10s. c.i.f. Liverpool.

COPPER SULPHATE.—There has been a steady demand for export and f.o.b. terms for casks range from £24 to £24 10s. per ton, less 5 per cent. To home consumers rates range upward of £25 delivered.

CREAM OF TARTAR has been in upward tendency and at the close sellers quote 95s. to 94s. per cwt. for foreign powder.

FORMALDEHYDE is steady and fairly bright: dealers quote 40 per cent. by volume at £38 per ton, in casks, ex store.

FORMIC ACID shows no change, although prices for large orders are keen: quoted at about £45 per ton for 85 per cent., in carboys, ex store.

GLAUBER'S SALT.—Commercial quality is meeting with some business: spot, £3 12s. 6d. per ton, in single bags, ex store; slightly cheaper for quantities to come forward.

ISOPROPYL ALCOHOL continues to receive plenty of inquiry, and the market tends to ease on account of competition; reliable material is offered on spot at about 11s. 6d. per gallon, carriage paid; slightly cheaper for contracts.

LEAD PRODUCTS.—Lead acetate continues in fair demand, with prices steady: brown, £40; white, £42 per ton, in casks, ex store; red lead, imported, £32, c.i.f. London; white, dry, £33 10s.; ground in oil, £36, c.i.f. London.

LITHOPONE continues at level prices, with normal business: 30 per cent. Continental red seal, £20 per ton, in casks, ex store; cheaper for contracts.

OXALIC ACID is meeting with good inquiry and prices are steady: spot is about £29 17s. 6d. to £30 per ton for quantities; small spot parcels, 3½d. per lb., ex store.

POTASH CAUSTIC.—Convention prices are unchanged, with business about average: spot, less than one ton, £36 15s.; one to five tons, £35 5s.; five to 15 tons, £32 15s. per ton, in drums, ex store; c.i.f. prices to arrive 30s. per ton less.

POTASSIUM CARBONATE continues steady, with a fair business passing: spot, 90 to 92 per cent., £25; 96 to 98 per cent., £26 per ton, in casks, ex store; slightly cheaper for contracts.

POTASSIUM CHLORATE is now firm at 2½d. to 3d. per lb. for quantities to come forward; small spot parcels, 3½d. to 3½d. per lb., ex store.

POTASSIUM PERMANGANATE.—Commercial quality is slightly easier, with dealers offering large quantities to come forward at 4½d. to 5d. per lb., in drums; spot, from 5d. to 5½d. per lb.

POTASSIUM PRUSSIATE is a bright market, with dealers selling quantities of yellow at 6½d. per lb., in casks, ex store; small parcels from 7d. per lb.

SAL AMMONIAC is steady and in fair demand: dealers quote dog-tooth crystals, £28 10s.; medium, £27 10s.; fine white crystals, £13 10s. per ton, in casks, ex store.

SALTCAKE is dull, and bulk quantities are offered down to £2 15s. per ton.

SODIUM ACETATE is very firm and spot supplies are scarce: quoted from £20 10s. per ton, in casks, ex store.

SODIUM CHLORATE continues firm as quoted by dealers at 2½d. to 3d. per lb., for bulk quantities to come forward; small spot parcels, 3½d. to 3½d. per lb.

SODIUM HYPOSULPHITE is steady, with more inquiry, dealers quoting pea crystals from £15 to £15 5s. per ton, in one-cwt. kegs; commercial quality, in casks, £9 10s. per ton, ex store; British makers' price for pure crystals to home consumers on contract, £15 5s. per ton, carriage paid to buyer's station.

SODIUM NITRATE is quiet, with prices slightly cheaper for large quantities: 95 per cent., £11 7s. 6d.; 96 per cent., refined, £11 15s. per ton, f.o.r. docks, London.

SODIUM NITRITE shows no change and remains quiet: 100 per cent. basis, £19 10s. per ton and 20s. 3d. per cwt., docks, London.

SODIUM PRUSSIATE is steady, with fair business moving: dealers quote quantities at 4½d. per lb., in casks, ex store; small parcels from 4½d. to 5d. per lb.

SODIUM SULPHIDE is unchanged: dealers quote 60 to 62 per cent. solid at £9 10s., and broken at £10 10s. per ton, in drums, ex wharf.

SULPHUR.—There has been a good demand for both crude and refined. The former varies from £6 5s. to £6 7s. 6d., while quotations for Sicilian flowers are £13 7s. 6d., for refined £12, and for roll £10 15s. per ton, all c.i.f. to arrive.

COAL-TAR PRODUCTS, ETC.—Pitch is again easier, with the market still quiet. Pure methyl alcohol is also a little easier; cresylic acid is stronger. Otherwise the market is unchanged and remains rather slow. ANILINE OIL continues to be quoted in quantities at 8d. per lb., packages extra, carriage paid. ANILINE SALT is unchanged on a steady market at 8d. per lb., packages extra, carriage paid. BETA-NAPHTHOL is steadier this week as quoted from 10d. per lb., carriage paid, for large quantities. CARBOLIC ACID CRYSTALS have remained steady but rather quiet with prices unaltered. CREOSOTE OIL continues steady and in fair demand: quoted ex works, 8½d.; f.o.b., 9d. per gallon, in bulk quantities. CRESYLIC ACID.—The position is stronger than ever and prices have slightly advanced. Supplies are exceedingly scarce, especially for February-March delivery. Prices to-day, naked at works are as follows: pale, 2s. 8d. per gallon; refined, 3s.; B.P., 4s. 3d. NAPHTHALENE continues in good eall, with dealers' prices for imported flakes and balls steady from £17 per ton, in cases, ex wharf. Pure METHYL ALCOHOL is slightly cheaper, with dealers quoting small lots at about £45 per ton, in drums, ex store; cheaper for large quantities. PYRIDINE remains slack; quotations are about 5s. 6d. to 6s. per gallon, f.o.b. TOLUOL remains quiet, with quoted prices unchanged: pure, about 1s. 10d.; commercial 90's, about 1s. 7d. per gallon at works. XYLOL is nominal: commercial, about 1s. 5d.; pure, about 1s. 9d. per gallon at works. PITCH has been rather slow all the week, and prices quoted show a further fall, closing at about 77s. 6d. per ton, f.o.b. East Coast.

Fixed Oils, etc.

RATHER quiet conditions are reported in most directions, and some products close unsteady and slightly easier. Palm oils are declining, while turpentine and linsed oil close quiet. ACID OILS are slightly cheaper, but the market closes firm: coconut and/or palm kernel, 35s.; ground nut, 31s. 9d.; soya, 28s. 6d. spot. CASTOR remains slow of sale and unchanged: pharmaceutical, 52s.; first pressings, 47s.; second pressings, 45s. per cwt., in barrels, in not less than one-ton lots. COCONUT has been quiet and is rather unsteady: deodorised, spot, 47s.; Ceylon, 42s. 9d. c.i.f.; Cochin, 54s. c.i.f. COTTON has been quiet most of the week and unchanged: deodorised, 46s.; common edible, 45s.; soap-making, 39s. 6d.; crude, 39s. spot. GROUNDNUT has been dull and closes easier: deodorised, spot, 50s.; crude Oriental, 45s. c.i.f. PALM KERNEL remains quiet, with quoted values unchanged: deodorised, 47s.; crude, about 41s. spot. PALM has remained quiet and prices for most grades are slightly easier: Lagos, 35s. 6d.; softs, 34s. 3d.; mediums, 34s.; hard, 34s. 9d.; bleached, 37s. 6d. spot. RAPE is slow and easier: refined, 47s. 6d.; crude, 45s. 6d. spot. SOYA remains dull and unsteady: deodorised, 44s.; crude, 38s. spot. LINSSEED (raw, naked).—On the week prices for all positions show little variation: the market closes quiet: on spot, 28s. 9d.; January-April, 28s. 4½d.; May-August, 29s. 1½d. Boiled oil, spot, 32s. 6d. per cwt. Hull, spot, 28s. 6d.; February-March, 28s. 7½d.; May-August, 28s. 10½d. TURPENTINE has been lately affected by resales for near delivery and prices gave way to about 41s.,

from which, however, there has been a recovery to 42s. 6d. February-April, 43s.; May-June, 43s. 9d.; July-December, 44s. 3d. Last week's deliveries were good at 2,022 barrels, making a total since January 1 of 5,836 barrels. Stocks were returned at 60,327 barrels, comparing with 58,435 barrels at the same date last year. Including the afloats, the London visible supply was returned at 62,477 barrels, comparing to 67,946 barrels a year ago. RESIN.—There has been a notable reaction, which has been due to the dispersal of speculative holdings lying at American shipping ports while realisations ensued in this market. The undertone at the reduced level, however, was considered good, with prices again talked higher on the sound statistical position. C.i.f. quotations for shipment from America were as follows: B 19s. 6d., D/E 19s. 7½d., F 19s. 10½d., G 20s., H 20s. 3d., I 20s. 6d., K/M 20s. 10½d., W.G. 24s., and W.W. 25s. 4½d. Ex wharf terms are 9d. per cwt. more. French grades have remained neglected. WOOD.—Hankow, in barrels, on spot is dull at 80s. per cwt.

LUBRICATING, MINERAL AND BURNING OILS, ETC., continue steady although rather quiet, and there is little change to comment upon. BENZOL.—Prices are steady, with average business moving: crude 65's, 10½d. to 11d.; standard motor, 1s. 1½d. to 1s. 2d.; pure, about 1s. 8½d. per gallon, ex works, in tank wagons. FUEL OIL continues steady at unchanged prices: 950 gravity, £4; 890 gravity, £4 10s. per ton, ex tank. PARAFFIN WAX AND SCALE.—Moderate business is reported in wax as quoted from 2d. to 4½d. per lb., according to melting point, in bags; scale is quoted for shipment at about £16 per ton, c.i.f. U.K. port. PARAFFIN OILS.—Prices are easier at the close: American standard white, 10½d.; water-white, 11½d. per gallon, barrels free; Roumanian white kerosene, 5½d. to 6d. ex tank, 6½d. buyer's barrels filled free, and 10d. per gallon barrels free; American water-white kerosene, 6d. to 6½d., 6½d., and 10½d. per gallon, respectively. WHITE OILS continue steady, with fair business moving: special No. 1, £24 2s. 6d.; No. 1, £23; No. 3 half-white, £20 10s.; No. 4 half-white, £16 5s. per ton, drums and barrels free, ex wharf. SOLVENT NAPHTHAS remain slow of sale and irregular on quotation: 90 to 160, from 10½d.; heavy 90 to 190, 10½d. per gallon, in bulk quantities, naked at works. PETROLEUM JELLIES continue steady and fairly active: white to snow-white, £40 to £52; amber and yellow, £19 to £24; dark stiff green, £12, ex wharf, barrels free.

Rubber Market in 1927

S. FIGGIS & Co., produce brokers, 45 Fenchurch Street, London, E.C., recently issued their annual review of the rubber market during 1927. This states:—Our estimate of shipments for 1927, made in January last, has been upset by the increased assessment given by the Eastern Committees, in the Spring to the restricted areas, and by considerable smuggling which has shown itself in the large imports into Singapore from Dutch Territory. The Malay standard was increased from 320,000 to 340,000 tons (including the Islands of Singapore and Penang), and the Ceylon from 70,000 to 74,000 tons. Smuggling probably accounted for 15,000 tons during the year, so that there was an addition of about 32,000 tons from these two sources alone. The Dutch produced 15,000 tons more than our estimate. Therefore we have had 384,406 tons shipped from Malaya during the past restriction year November 1926 to October 1927. We estimate for the whole year, January-December, the total shipments to have been 567,000 tons Eastern Plantation Rubber, which is only 14,000 tons less than in 1926, when they were 581,000 tons under restriction of 95½ per cent. against a restriction this year of 64½ per cent. The world's consumption in 1927 is estimated at 586,000 tons, of which U.S.A. took no less than 371,000 tons. In 1926, the world's consumption was 545,000 tons (U.S.A. 365,000). The estimate for 1928 is 630,000 tons against a production figure of 567,000 under the 60 per cent. restriction. There is a very general report from Java that considerable areas of rubber are affected by disease. If so, it will be another of those surprises which the market has had to encounter. There must be no mistake that the use of reclaimed rubber is an established industry and is rather increasing, unless rubber goes below 1s. per lb. Statistics were issued this year by the U.S. Department of Commerce giving the production of reclaimed in 1926 as 169,810 tons, and consumption 153,000—Stocks 23,200, and Production capacity 227,500 tons. These figures do not include quite all the manufacturers or users, and it is estimated that the total production was 180,000 tons and the consumption 164,500 tons. The consumption of reclaimed rubber for 1927 returned by the Rubber Association of America is about 155,000 tons, but all the users do not make returns, and we understand that there is an increase over the previous year. The average price for spot standard sheet for the restriction year was 1s. 6.436d., and restriction at the rate of 67½ per cent. The average price for the whole year 1927 was 1s. 6½d. and restriction at 64½ per cent.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

Mr. Higgs's Double Presidency

SIR,—May I take this early opportunity (until I can write personally) to express to my many pharmacist friends throughout the country my appreciation and thanks for the letters of congratulation I have received on being elected president of the P.A.T.A.? If through inadvertence some have not received particulars of the Thames Valley dimer, at which I shall have the honour of presiding on February 1, I shall be glad to know.

Yours faithfully,

ALFRED HIGGS.

Kingston-on-Thames.

Please Tell Me a Story

SIR,—Almost every chemist has at least one good story of some funny incident that happened in his business. In going around the country I have heard a number of such: many of them are much too good to lose. It has occurred to me that it would be a good thing to collect the best of these, with a view to having them published in a small book. All who know a good story connected with the drug trade, will you please pass it on to,

Yours truly,

THOMAS MARNS.

Ealing, W.5.

"Advertising a Product"

SIR,—With reference to "Xrayser III's" comments on "advertising a product," it is no secret that the organisation referred to is the Retail Pharmacists' Union. The policy adopted in this case of withdrawing the chemists' support is one for which the proprietors of the article are entirely to blame. The proprietors of this article, after casting reflections upon the quality of aspirin sold by chemists, wished to develop another channel of distribution for Aspro other than that of pharmacy, and it was the pressure which the members put upon the Executive of the Union which compelled them to take action. There was no doubt about the feeling of chemists on this matter, and it was for the Union to give expression to their determination that the chemists' interests must be protected. The Executive desire it to be known that all they desire chemists to do is to refrain from showing the article and its advertising matter, exhibit the R.P.U. placards, and push the sales of aspirin. No member of the Union has been asked to refuse to sell the article. The Union believes in "pharmacy for the pharmacist," and the Executive of the Union are of opinion that the active support of the united body of chemists is necessary if any proprietary article which is widely advertised is to maintain its position as a profitable concern for the proprietors. It is for chemists to prove that their goodwill in regard to the marketing of a proprietary medicine is the principal factor, and not the subsidiary one which some proprietors appear to imagine.—Yours faithfully,

G. A. MALLINSON, Secretary.

The Retail Pharmacists' Union, London, W.C.1.

Insurance Dispensing Payments

SIR,—With reference to the comments made by "Xrayser III" in your issue of January 21 regarding the payments for National Health Insurance dispensing, those who negotiated the contracts were well aware of the position in regard to the earlier months of the year. The Ministry of Health, under the Economy Act, had a definite amount of money available for N.H.I. drug accounts covering the whole of 1927. It was only after the R.P.U. had received an assurance from the Ministry of Health that the Government declined to make any additional grant that the new contracts were accepted. What, in fact, is happening is that the discounting on

the later months of the year is heavier, because there was no discounting up to the month of August. Averaged out for the whole year so far as can be seen at the moment, without the final figures, the discounting represents approximately 10 per cent. of the total accounts for the year 1927. "Xrayser III" is right in stating that it was the disastrous first quarter of the year which caused the main shortage in the drug fund for 1927, but that portion of the year could not be separated under the present system of financing the Insurance Act. We are hoping that the measures which have been taken by the Retail Pharmacists' Union in conjunction with the British Medical Association and the Ministry of Health will prevent similar conditions obtaining in 1928.—Yours faithfully,

G. A. MALLINSON, Secretary.

The Retail Pharmacists' Union, London, W.C.1.

Pharmaceutical Training in Wholesale Houses

SIR,—I can quite appreciate the remarks of Mr. Slack (*C. & D.*, December 17, p. 775) concerning his apprentice who was ineligible to sit for the Chemist and Druggist examination, but, in common with other gentlemen in the wholesale trade, he overlooks the fact that this examination was instituted to provide a qualification for men to keep an open shop for the retailing, compounding and dispensing of poisons. This is exactly what a wholesale training does not do. In the retail it is illegal to carry on business without qualification, and therefore it is necessary that the entrants should have shop training; otherwise, if we are to admit them for examination without it, we should soon have two classes of men on the Register, one with and one without retail experience. It is quite possible that the wholesale apprentices may intend at the outset to continue in that sphere, but it is equally possible for some of them to alter their minds and to change over to the retail, and it would be a bad thing if there were to develop in pharmacy a kind of tied-house system such as has been the bane of other trades. I notice that Mr. Slack, in his list of operations performed, does not make any reference to the dispensing of prescriptions; this is not quite the same thing as compounding formulas; before the introduction of the Insurance Act it was perhaps quite correct to say that the majority of chemists in business did not dispense more than one or two genuine prescriptions a week, but it is not so now. Granted that the greater number of N.H.I. scripts call for formula mixtures which are not very intricate in their nature, with the watchful eye of the inspector always behind one a degree of accuracy is required which needs a proper training and skill to ensure; in addition to these mixtures there is a fair number of prescriptions fully written out, and if anyone doubts that experience is required to deal with them, he has only to read a few specimens to see what a number of incompatibilities, both chemical and therapeutical, to say nothing of the mistakes in quantities, a panel doctor can crowd into one bottle when he gets away from his book of words. And there are also the intricate rulings of the poison-laws for retail sales and the methods of dealing with customers which can only be learned behind the counter; so while I am in favour of some way being found of enabling an apprentice in the wholesale to get a qualification, I consider it should not carry with it the right to open a shop unless the requisite number of hours of training had been spent in the pharmacy.—Yours, etc.,

MAGASIN (19/12).

Press Prescribing Pitfalls

SIR,—In one of our leading pictorial "dailies" there appeared recently an article by a lady dealing with "flu" treatment. She recommended a 30-gr. powder composed of 10 gr. each of aspirin, Dover's powder, and "phenacetin compound." No doubt this would be very effective; in fact, one "physician" wrote approvingly, but added reprovingly that, as there was a fairly large dose of sedatives, why not have the doctor along with the treatment? In the ordinary way the chemist need not concern himself with disputes about prescribing by laymen. In this particular case he is directly involved, as the powder recommended comes within the scope of the Dangerous Drugs Acts. It is a moot point as to

whether the writer of the article did not infringe the D.D.A. by recommending this treatment. Another writer to the same paper pointed out that any person asking a chemist to dispense this powder was actually committing a breach of the D.D.A. Regulations. The suggestion was then made that compliance with the "Poisons Act" would be effected by purchasing the Dover's powder separately from a chemist to whom the purchaser was known and by signing the poison-register. No doubt members of the public who read the correspondence would think, "much ado about nothing"; and "verily it seemeth so unto me" also. However, the law is the law, and it is the duty of the chemist to carry it out faithfully, until the exercise either of pressure from the public or of common sense by the Home Office would effect relaxation of the many stringent little details which are so irksome to pharmacists and of no benefit to the public.—Yours, etc.,

ARKAY (23/1).

What are "Normal" Insurance Dispensing Hours?

SIR,—In the section of the Commercial Compendium on January 21 (p. 95) you give the terms of service under the Insurance Act, and among these are the paragraphs dealing with the hours of service and urgent prescriptions. With regard to the latter, it states that a double dispensing fee is allowed for prescriptions dispensed after the normal hours on early-closing days, Sundays, and public holidays. This leads one to consider what the normal hours are on these days. On the early-closing day the normal hour for closing the pharmacy is one o'clock—in fact, this is the time laid down by the Shops Act; and any service performed after this hour is a purely voluntary one on the part of the pharmacist for the benefit of his customers; is he, therefore, entitled to a double fee for prescriptions dispensed between six and eight o'clock on the evening of that day if he chooses to be present during those hours? The same reasoning applies to Sundays and holidays. The duties of a pharmacist on these days are performed outside the times usually accepted as business hours; and if it is argued that many chemists open on these days irrespective of the Insurance Act, it can also be stated that there are also many who do not, so that for these, at any rate, the half-day or Sunday service is not a normal business one. And again it states that prescriptions dispensed after 8 p.m. shall be marked "urgent" by the prescriber to carry the double fee, but it does not say in the second half of the clause that this is necessary for scripts dispensed on early-closing days, etc.; so we may conclude that any prescription made up during these abnormal hours should earn the extra fee automatically. If this is so, why should not chemists mark these scripts "Dispensed on Sunday" or "bank holiday" as the case may be? It seems to me that chemists spend a large portion of their time performing gratuitous services, especially under the Insurance Act, for which nobody gives them any kudos or is in the least grateful; and now that we are in the position of creditors to the community at large we may as well see that we are credited with all that is due to us, even if we cannot hope to receive payment of our accounts in full.—Faithfully yours,

NORMALE (23/1).

The Claims of Herbalists

SIR,—... Your correspondent "Both Sides" (*C. & D.*, January 7, p. 28) has apparently applied a misnomer to hide his identity, his letter being purely one-sided and but emphasising the monopoly plea. He toys with the word "medical" as used in the title of the "National Association of Medical Herbalists," and makes the implication that members of that Association use the word "medical" "only to denote the class of herbs in which they deal." It is evident from "Both Sides'" distortion of Mr. Burden's letter that he is completely ignorant of the profession of a "medical herbalist." A medical herbalist is not a "seller of herbs." The latter may be but an itinerant pedlar. Nor yet are they "market-place quacks," for, living upon their own reputation and carrying on respectable business, their time is fully occupied at their trading

address, or with the many patients who seek their advice and treatment. Every member of the National Association of Medical Herbalists of Great Britain has before admission to pass an examination, having such subjects as physiology, pharmacy, materia medica, scientific botany, pathology, practice of medicine, diet and hygiene. From this it would appear that the medical herbalist has a rightful place, even a definite mission in the world, his system of medical treatment being entirely different to any other; and further, it is the oldest form of medication. Celsus (Aurelius Cornelius), one of the greatest medical writers, gives us wonderful and convincing records of the efficacy of purely herbal treatment. Such works were written hundreds of years before the coming of "The Quicksilver King"—Aurelius Philip Theophrastus Bombastus de Hohenheim (the self-styled Paracelsus). The medical herbalist of to-day is pleased that a number of herbal drugs are yet retained in the British Pharmacopœia, but is concerned that in each revised edition the number grows less. In practice the medical herbalist is opposed to the admixture of herbal drugs with those inorganic, believing that Nature through the vegetable kingdom provides everything necessary both for man's sustenance and healing, and further that, the human system having no power to transform inorganic matter into organic, the retention in the body of inorganic substances can but have baneful effect. "Both Sides" need have no fear that the medical herbalist desires to usurp the pharmacist in regard to statutory poisons, he having discovered safe and more effective drugs to replace digitalis, and many others. In regard to many plants having extractive poisonous principles, it is found that by the use of the whole plant Nature has wonderfully provided counter-irritants and antidotes. Your correspondent, Mr. J. C. Shenstone (*C. & D.*, January 14, p. 56), brings to bear on the subject a commendable broad-minded view. I am sure he will allow me to correct his consideration that the National Association of Medical Herbalists "is a new Association." Its sixty-third annual conference was held in London during July last, and while perhaps during most of the period of its existence it may not have been widely known, the members have ever been jealous of their rights and privileges—especially those governed by an Act of Henry VIII—and have successfully taken Parliamentary proceedings when their liberty has been threatened. They have further brought forward at various times Bills seeking legal recognition, and it is interesting to say that one such, having passed its first reading, is before the present Government. The National Association has as active members town and county aldermen and councillors, several justices of the peace, and has had a member of Parliament. Even now the Association has a Parliamentary candidate with high hopes of success. Amongst its members are those who have practised for over half a century, and it must be said that due to their clinical observations Nature's own remedies have cured when all else has failed. There are a host of herbs, roots, barks and flowers unknown to the British Pharmacopœia that are constantly used by the medical herbalist, either by way of infusion, decoction, tincture, or solid and liquid extract. May I in conclusion pass a word of praise for your own "Pharmaceutical Botany." It was a source of great interest during publication in chapter form in the columns of your excellent journal, and I was one of the first to purchase several copies and to recommend its usefulness when issued as a complete volume.

Yours faithfully,

Plymouth.

WM. THOS. DAWES, F.N.A.

Subscriber's Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

Prompter Payment

The chemists on the Surrey panel have had a pleasant surprise, the cheques for October Insurance accounts arriving on December 8, surely a record, for as a rule they do not come before the 15th of the month.—L. H. (15/12).

Legal Queries

R. A. E. (16/1).—Must an apprentice who receives no salary be insured under the Health or Unemployment Insurance schemes? [If the apprentice does not receive any money payment of any kind he need not be insured.]

O. R. (16/1) is entitled to an allowance of £60 for income-tax purposes in respect of a housekeeper. She has been laid off for six months, and he has had to get another relative to look after her which, with doctor's fees, has cost "O. R." £25. Is he entitled to deduct this amount in calculating his profits? [The £25 cannot be deducted.]

A. E. W. (25/1) employs a young assistant (who is still at college) one evening each week from 6 p.m. to 8 p.m. only. Is the lad liable to be insured under the Health and Unemployment Insurance schemes and, if so, is it permissible to deduct his share of the contributions from his salary, however small? [The lad must be insured, and his share of the contributions can be deducted from his salary.]

T. B. (13/1) bought the stock, fixtures and goodwill of a business on September 1 last, and paid an additional sum of £15 for a lease of the premises that was granted to the vendor for a term of five years from April 1927. The premises are part of an estate that is held by the executors of the late owner in trust for his widow for life and after her death goes to certain charities. One of the executors is a solicitor, and his firm, it is understood, is altering the lease in "T. B.'s" favour. So far "T. B." has not received the lease, and all he holds is a receipt for the £15 he has paid for it. Is this in order? Will the lease remain valid if the widow dies and the premises are sold? ["T. B." should obtain a new lease, a sub-lease, or an assignment of the old lease to him. If he does so, his tenancy will remain valid even if the premises are sold before it comes to an end. Unless the matter of the lease is settled up to his satisfaction before long, it would be as well for "T. B." to consult a solicitor.]

Tromba (31/12) held premises under a twenty-one years' lease, which has expired; but his landlords have agreed to allow him to remain in possession as a yearly tenant until September 1929, "unless any unforeseen circumstances should arise." In the meantime the premises are to be offered for sale. Has he any rights under the new Landlord and Tenant Act? [Provided he gives the requisite notice, "Tromba" will be entitled to claim compensation for loss of goodwill if his landlords do not offer to sell the premises to him or to renew the lease when the present tenancy expires. The landlords might even be compelled to grant a new lease if compensation will not adequately cover the loss that he would suffer if he had to leave the premises. He must give written notice of his claim to the landlords not less than twelve months before the tenancy expires in September 1929; or, if the landlords give him notice to quit in the meantime, he must give notice of his claim within a month after receiving the notice to quit.]

A. G. B. (22/12) has been managing a business for the past fifteen months. His employer has just agreed to sell the business to a multiple-shop firm; but it is not yet definitely known when it will change hands. It is probable that the multiple firm will not retain "A. G. B.'s" services. Is he entitled to a month's notice of dismissal or wages in lieu of notice? Is he bound, instead, to accept another post if his employer introduces him to a fresh employer? If he is allowed by the multiple firm to work out his period of notice must he go to any branch to which they choose to send him? ["A. G. B." is entitled to receive from his present employer a month's notice at least, or a month's wages in lieu of notice. Technically, he would not be bound to accept another post if one were offered to him; but if he were to refuse an equally good job this might prejudice his case if he had to sue for damages for wrongful dismissal. We think that if he agrees to serve the multiple-shop firm he will have to go to any branch to which he may be sent.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

H. H. M. (10/1).—The following is the formula for which you ask:—

Lemon, Honey and Glycerin Cough Linctus

Syrup of squill	...	...	...	...	20 oz.
Syrup of tolu	...	...	...	...	5 oz.
Ipecacuanha wine	...	...	...	...	8 oz.
Tinct. senega	...	...	...	...	3 oz.
Glycerin	...	...	...	...	10 oz.
Honey	...	...	...	...	10 oz.
Syrup of lemon	...	...	...	...	30 oz.
Chlorof. water to	...	...	...	...	100 oz.

A. McK. (10/1).—CEMENTING LEATHER TO METAL.—Soak glue in its own weight of cold water for twenty-four hours, then dissolve it by heat in the usual way. Digest for six hours 1 oz. of crushed galls in 8 oz. of boiling water. The surface of the metal must be roughened with a file. When the above solutions are prepared, dab the leather with a sponge dipped in the gall solution, apply some glue to the metal, place the leather on the metal, and press until the cement is dry.

H. W. W. (13/1).—DOG REMEDIES.—There are many formulas for dog remedies in "Veterinary Counter Practice," and several of them have been published in the *C. & D. Price List Formulary*. Either of these pills could be supplied in powder form by substituting sugar of milk or liquorice powder for the excipient, and they could still be sold at the rates given in the *C. & D. Price List*. The following are examples of the types you require:—

Condition Pill, P.L.F.

Hyd. c. cret.	...	gr. ij.
Aloes barb.	...	gr. iv.
P. potas. nit.	...	gr. j.
P. antim. sulph.	...	gr. j.
P. capsici	...	gr. ½
Ext. gent.	...	ad gr. x.

M. Ft. pil. One to be given night and morning.

Tonic Pill, P.L.F.I.

Ferri carb. sacch.	...	gr. ij.
Quininae sulph.	...	gr. ss.
Ext. gentianæ	...	gr. ij.
Excipient.	...	ad gr. x.

M. Ft. pil. One to be given daily.

The difficulty with powders is to make them palatable, and it is usual to advise the customer to make the powder into a bolus by the addition of syrup or honey. The dosage can be graduated according to the size of the dog.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," January 15, 1878

Raspail

François Vincent Raspail is dead, aged 84. Many restless souls have disquieted themselves in vain, but none more than the perturbed spirit which is now at rest. Few in their course through life have had their characters more discussed. We have constantly heard Raspail ridiculed as a charlatan, and admired as a great chemist. . . . We may notice here his having appeared in the poison trial of Madame Lafargue, which led to the hostility between himself and Orfila. Orfila had demonstrated the presence of arsenic by means of a modification of the Marsh apparatus. Raspail in terms of unmeasured ridicule pronounced that the opinion was worth nothing, for (according to the newspapers) he would even undertake to find arsenic in the wood of the chair on which the judge was sitting.

. . . Afterwards, Raspail became known universally from a system which still bears his name, and in which camphor is exalted to the first place in materia medica. Parasites, internal or external, were, according to this new doctrine, the origin of most human diseases: camphor was the effectual antidote. All Paris was seen smoking camphorated cigarettes, which were little quills fastened at both ends with a pellet of pink tissue paper, or cotton wool. Subsequently he brought out his Eau Sédative containing camphor in three strengths, the third, namely Eau Sédative Commune, being the one most generally employed. Besides these, there were the Camphorated Pomade, Cerate and Vinegar. . . . Raspail realised a large fortune by the sale of these remedies, for the vending of which he established a chemist's shop, or to speak more correctly, shops.



[Commenced C. & D., July 5, 1924]

National Health Insurance (continued).

Revision of Contracts.—All negotiations with the Ministry of Health on matters relating to service by pharmacists under the National Health Insurance Acts are undertaken by the Retail Pharmacists' Union. Suggestions for alteration of terms are submitted to a conference of representatives of Pharmaceutical Committees. Terms for Insurance dispensing are arranged upon a national basis, and each Insurance Committee must give due notice to the chemists in its area of any alterations in the terms of their contract.

TERMS OF SERVICE

Chemists under contract with Insurance Committees to supply drugs and appliances to insured persons received notice that from August 1, 1927, there would be a revision of the terms of the contract, new arrangements being adopted as the result of discussions which had taken place between the Minister of Health and the Retail Pharmacists' Union. The effect of the revision was to modify the method of remuneration for Insurance chemists. They were informed that under the provisions of the Economy Act, 1926, the sum available for the provision of drugs and appliances was limited in amount. In consultation with the Retail Pharmacists' Union, the Minister had arranged that all chemists in England and Wales should collectively accept liability for the provision of all drugs and appliances prescribed for insured persons, and in return should receive collectively the whole amount available for this purpose.

To apportion this total amount for England and Wales, a Distribution Committee has been constituted consisting of members nominated by the Retail Pharmacists' Union and representatives of the Ministry of Health, with an independent chairman. The duty of this Distribution Committee is to consider and advise as to the most equitable method of distributing the amount available. The Regulation dealing with this matter is as follows:—

Each person who is included in the list of persons supplying drugs or appliances in any area shall be credited with a share of the chemists' fund for that area bearing the same proportion to the amount in the fund as the amount of the accounts for drugs and appliances submitted by him and passed by the Insurance Committee bears to the total amount of all accounts of persons supplying drugs or appliances in the area, and the fund shall, as soon as may be after the expiration of the year, be distributed accordingly: Provided that the Committee shall from time to time throughout the year make payments by way of advances to persons supplying drugs or appliances at such rates as the Minister may determine, and in determining any such rates the Minister shall have regard to any recommendations made to him by the Pharmaceutical Distribution Committee.

In order to ensure a continuous and satisfactory pharmaceutical service the Committee has been empowered to reserve a proportion of the fund for distribution among all those chemists who have been continuously on the lists of Insurance Committees for a specified period of time. In connection with these arrangements it is intended to bring into operation various provisions designed to safeguard the interests of chemists and to restrict the charges for drugs and appliances to what is reasonably necessary. The Minister of Health has undertaken to adopt every practicable means with a view to checking unnecessary prescribing. The new contract is to run for six years from January 1, 1927. The Retail Pharmacists' Union are given the right to ask for a revision, at any time between October 1, 1928, and January 1, 1929, if chemists' accounts have been unduly reduced during the

first twelve months of the contract. A revision is also to be allowed if during the currency of the agreement an average deficiency of over 15 per cent. is disclosed for a period of two consecutive years.

D.—The Drug Tariff

The drug tariff is determined by the Minister of Health under Article 6 of the Medical Benefit Regulations, 1924, and forms the basis upon which remuneration due to chemists for the prescriptions dispensed for insured persons is calculated. It is divided into four parts:—(1) Notes on the calculation of prices; (2) scale of dispensing fees; (3) prices of drugs and appliances; (4) prices of containers.

PART I—PROVISIONS RELATING TO THE CALCULATION OF CHARGES FOR DRUGS, PREPARATIONS AND SCHEDULED APPLIANCES

Prescription Charges.—The price for each prescription consists of the cost of the drug, preparation or scheduled appliance, and a dispensing fee.

Ingredient Charges.—(1) All drugs and preparations specified in the tariff are priced in accordance with the prices shown therein, unless the prescription indicates that the medicament is to be freshly compounded, when each ingredient of the medicament is priced; (2) in the case of cachets, confections, emulsions, gargles, inhalations, injections, liniments, lotions, mixtures, mouth washes, ointments, paints, pastes, pills and suppositories not included in the tariff, each ingredient of the preparation is priced except (a) in the case of a proprietary preparation and (b) in the case of a preparation ordered as an ingredient or vehicle of another preparation; (3) in the case of a proprietary preparation, a preparation ordered as an ingredient and any other preparation not included under (1) or (2) above, the charge is calculated in accordance with the basic price for the compounded article.

"Basic Price."—Where the words "basic price" appear in the tariff they are to be interpreted to mean:—(1) For drugs and appliances included in the tariff, the price specified; (2) for drugs and appliances not included in the tariff but included in the wholesale "net" price lists agreed upon between the Minister of Health and the Retail Pharmacists' Union and notified to the Insurance Committee and Pharmaceutical Committee, the price specified therein; (3) for drugs, preparations and scheduled appliances included neither in the tariff nor in the agreed list or lists, the net price chargeable to the contractor by the manufacturer or wholesaler on the first day of the month to which the prescription relates.

Dispensing Fees.—The amount of the dispensing fee in the case of any particular prescription is calculated from the scale of dispensing fees (Part II). These fees represent remuneration in respect of professional services and an allowance per prescription for all outgoings in the form of establishment expenses.

"Pound" Prices.—In order that the prices shown in the ready reckoner may be made applicable without undue complication to the case of both liquid and solid drugs, the basic prices shown in the tariff have been adjusted, where necessary, so as to represent the price for a "pound" of 7,000 grains or minims. All "pound" prices are calculated to the nearest penny, the adjustment being made upwards where the figure in the first decimal place is 5 or more. In pricing prescriptions ingredient prices are calculated to the nearest first decimal place, the minimum charge for any quantity being 0.1d.

Vehicles.—For decoctions, infusions and medicated waters prepared from concentrated preparations, the "pound" price of the diluted solution is obtained by calculating the price per "pound" of the concentrated preparation to the nearest first decimal place and dividing this price by the concentration of the original concentrated preparation.

The Use of "oz." and "ʒj." in Prescriptions.—The term "oz." in a prescription in connection with solid drugs or appliances is to be interpreted to mean the avoirdupois ounce of 437½ grains, but in connection with liquid drugs it is to be interpreted to mean the fluid ounce of 480 minims. The sign "ʒj." indicates the apothecaries' ounce of 480 grains or minims when used in connection with solid or liquid drugs, but in connec-

The C.&D. Commercial Compendium

tion with appliances it is to be interpreted to mean the avoirdupois ounce of 437½ grains.

Method of Pricing certain Plasters and Protectives.—When the size of spread plasters and protectives ordered is not a simple multiple of 4 square inches, the price is calculated for the next larger size which is a multiple of 4 square inches.

Methylated Spirits.—Prescriptions for liniments, lotions, and other medicaments in the preparation of which methylated spirits may be used are to be interpreted as indicating the medicament prepared with industrial methylated spirits, unless the prescription specifically indicates a contrary intention on the part of the prescriber. The terms "methylated spirits," "spirits" and "spts. vini meth.," when used in a prescription for a preparation for external use or in an order for undiluted spirits, shall be interpreted by the chemist to mean industrial methylated spirits.

Medicated Waters.—(1) Chloroform and Peppermint Waters. — Prescriptions for medicaments containing chloroform or peppermint water are to be interpreted by the chemist as indicating the solutions prepared in accordance with the formulas given, unless the prescription specifically indicates a contrary intention on the part of the prescriber. (2) Prescriptions for medicaments containing anise water, camphor water, caraway water, cinnamon water, dill water, elder-flower water, fennel water or pimento water are to be interpreted by the chemist as indicating the water prepared from the concentrated preparation (referred to in the table of prices as "ex conc."), unless the prescription specifically indicates a contrary intention on the part of the prescriber.

Proprietary Preparations.—In the case of proprietary preparations ordered without dilution or admixture and available only in packages of definite sizes (except in the case of a preparation coming within the scope of the Dangerous Drugs Act), a chemist is entitled to supply the size approximating most closely to the quantity ordered, where it does not correspond exactly to the quantity contained in a package. The chemist should mark the prescription-form with particulars of the quantity actually supplied.

Interpretation of the Term "Aqua."—Where the term "Aqua" is used in a prescription without qualification, it shall be interpreted to mean ordinary potable water. The term shall be interpreted to mean distilled water (1) where it has been agreed officially that the water ordinarily available is unsuitable for dispensing, (2) in the case of all preparations for the eye, and (3) in cases where, in the opinion of the chemist, the use of ordinary water would result in an undesirable alteration in the character of the medicament. The use of distilled water under (3) above should be recorded by the chemist on the prescription-form.

Revision of Prices.—The prices of drugs, preparations, and scheduled appliances included in the tariff are revised monthly by the Minister of Health after consultation with the Retail Pharmacists' Union.

PART II.—SCALE OF DISPENSING FEES

	Pence per prescription
1. Liquid medicaments:—	
All classes of compound liquid medicaments, excluding those referred to under 3 and 7 below	5.0
Where directed by the prescription to be supplied in more than one container, each extra container ..	5.0
2. Solid medicaments, excluding those referred to under 3 and 7 below:—	
(i) Ampoules, bougies, pessaries, and suppositories:—	
Not exceeding 12	11.0
Each extra dozen or part of a dozen	2.0
(ii) Blisters and plasters	5.0
(iii) Cachets:—	
Not exceeding 6	7.0
Each extra half-dozen or part of half-dozen ..	2.0
(iv) Capsules, pastilles, lozenges, and tablets:—	
Not exceeding 24	5.0
Each extra two dozen or part of two dozen ..	2.0
(v) Confections, ointments, and pastes	5.0
(vi) Pills:—	
Not exceeding 24	7.0
Each extra two dozen or part of two dozen ..	2.0

Solid medicaments, excluding those referred to under 3 and 7 below (continued):—	Pence per prescription
(vii) Powders:—	
Over 1 and not exceeding 6	5.0
Each extra half-dozen or part of half-dozen ..	2.0
(viii) Powders, mixed bulk, and granules ..	5.0
3. Any solid or liquid drug or preparation specified in the Table of Drug Prices (see note (a)) ..	3.0
4. Any non-compound liquid or solid drug ordered alone ..	3.0
5. Oxygen (see note (b))	8.0
6. Appliances (see note (c)):—	
(i) Hypodermic syringes (for self-administration of insulin):—	
Up to and including the value of 2s. 6d. ..	6.0
Over the value of 2s. 6d.	8.0
(ii) Other appliances:—	
Up to and including the value of 2s. 6d. ..	2.0
Over the value of 2s. 6d. and up to and including the value of 5s. ..	4.0
Over the value of 5s. and up to and including the value of 10s. ..	5.0
Over the value of 10s., each additional value of 5s., or part of 5s.	3.0
7. Proprietary preparations supplied without dilution or admixture (see note (c)):—	
Up to and including the value of 2s. 6d. ..	3.0
Over the value of 2s. 6d. and up to and including the value of 5s. ..	5.0
Over the value of 5s. and up to and including the value of 10s. ..	6.0
Over the value of 10s., each additional value of 5s., or part of 5s.	3.0
8. Insulin, serums and vaccines (see note (c)):—	
Up to and including the value of 2s. 6d. ..	3.0
Over the value of 2s. 6d. and up to and including the value of 5s. ..	5.0
Over the value of 5s. and up to and including the value of 10s. ..	6.0
Over the value of 10s., each additional value of 5s., or part of 5s.	3.0
9. Any preparation required by the order to be specially sterilised, additional to the ordinary fee ..	6.0

Notes

(a) The fee of 3.0d. applies (*inter alia*) to any order for any solid or liquid drug or preparation specified in the tariff except (i) where the order specially indicates that the medicament is to be freshly compounded, or (ii) in the case of a powder priced in the table by weight, where the order requires it to be prepared in separate doses, or (iii) in the case of a plaster where the order indicates that it is to be supplied of a special shape.

(b) In addition to the fee of 8.0d., the following allowances will be payable in the case of oxygen:—(i.) For use by patient of cylinder, 9d. per week (or part of a week) after the first 14 days; (ii) For use by patient of fittings, 9d. per week (or part of a week); (iii) The actual carriage charges, if any, to the chemist. Particulars of claims for fees under (i) (ii) or (iii) must be submitted with the appropriate prescription-form. If the fittings or cylinder are retained by the patient for a period exceeding fourteen days, immediate notice should be given to the Insurance Committee.

(c) In addition to the fee specified in the scale, actual out-of-pocket expenses will be payable in the case of proprietary preparations and scheduled appliances not included in the tables of prices, and also in the case of insulin, serums and vaccines. Particulars of the claim for any expenses incurred under these heads must be forwarded to the Pricing Office with the appropriate prescription forms.

PART IIIA.—TABLE OF PRICES FOR DRUGS AND PREPARATIONS

Standards.—All drugs and preparations included in the table are to be in accordance with the standards specified when supplied to insured persons, except where the prescription indicates a contrary intention on the part of the prescriber.

(To be continued.)

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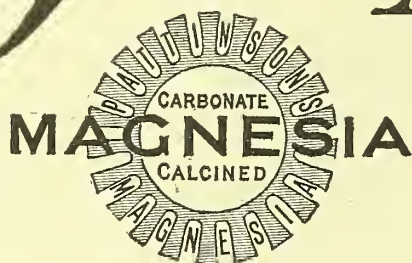
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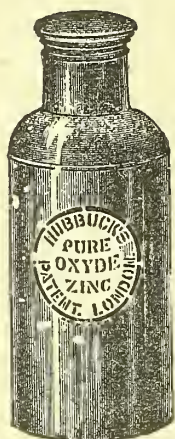
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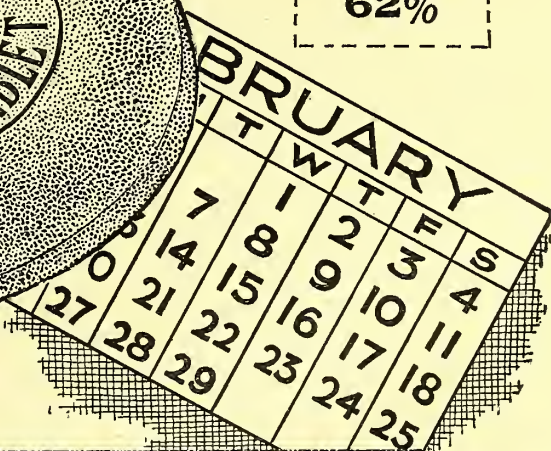
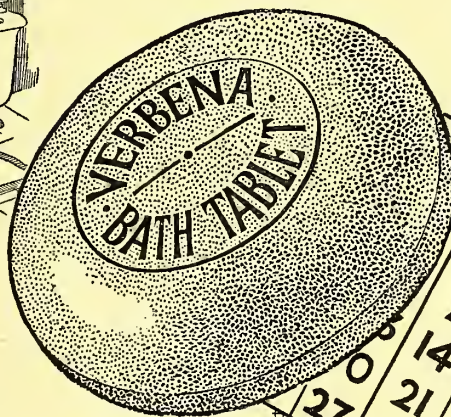
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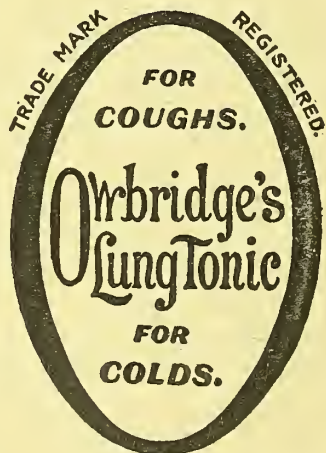
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**Safety
First**

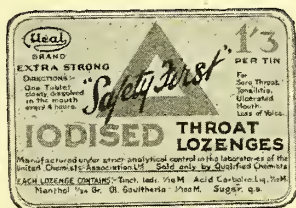
"UCAL"

BRAND

Iodised Throat Lozenges

**The most successful and
best selling pack in the Trade**

A perfect hand-made lozenge packed
in attractive tins, Cellophane wrapped.
Show - outers and Show Material of
the highest order. Note the PROFIT.


8½d. Size

Costs 4/6 doz.
12 doz. 4/3 "

1/3 Size

Costs 7/6 doz.
3 doz. 7/- "

**United Chemists' Association
LIMITED**

(Phone 3021)

CHELTENHAM

and 4 and 6 KEITH GROVE, LONDON, W.12

Telephone: "RIVERSIDE" 3762.

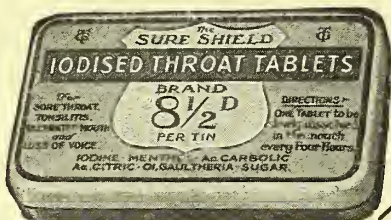
LONDON DEPOT:
1 SWAN STREET,
MINORIES, E.1

Telephone: ROYAL 8111.

THE SURE SHIELD



IODISED THROAT TABLETS



8½d. Tins

5/6 per doz. 63/- per gross

1s. 3d. Tins

9/6 per doz.

108/- per gross

THOS. GUEST & CO., LTD., CARRUTHERS STREET,
ANCOATS, MANCHESTER.

SNOWFIRE SALES SOARING!

Up they go directly wintry weather comes! Everybody asking for Snowfire! The fame of the little tablet spreads and spreads. Sales increase by leaps and bounds winter after winter. Snowfire means quick sales. Brisk turnover. That's why chemists like to handle it.

Snowfire

CARTONS AND NICKEL-PLATED CASES **TABLET**

And are you well stocked with these other Snowfire lines? Their value as profitable all-the-year-round sellers is proved beyond doubt.

Snowfire Cream.
Snowfire Jelly.
Snowfire Shampoo.

Snowfire Toilet Soap.
Snowfire Shaving Sticks.
Snowfire Face Powder.

F. W. HAMPSHIRE & CO. (1927) Ltd., Riverside Works, Derby

Dr. BENGUE'S BALSAM

RHEUMATISM, NEURALGIA, GOUT.

Dr. BENGUÉ'S ETHYL CHLORIDE.
Dr. BENGUÉ'S DRAGÉES.—EUPURGO.
PULMO (BAILLY).—FORXOL.—OPOBYL.
ANESTILE.—NARCOTILE.—HEMOSTYL.
LIPIODOL.—MUTHANOL.—ARHEMAPECTYL.
ENTERO ANTIGENS.—STAPHYLOTHANOL.
NEOPANCARPINE.—RICARD'S CACHETS.

BENGUÉ & CO., LTD., MFG. CHEMISTS,
24 FITZROY STREET, LONDON, W.1.

ESTABLISHED OVER 60 YEARS

PERRYS POWDERS

FOR CHILDREN'S AILMENTS



Wholesale from PERRYS POWDERS, Ltd., LEEDS

Enormous increase
in repeat Orders

THE POPULAR DIGESTIVE TABLETS

containing

BISMUTH CARB., MAGNES. CARB.
SODII BICARB., CAPSICINE and
PEPSINE.

“
DIGESTELLS
”

Pleasantly Flavoured

MANUFACTURED BY

BLYTON, ASTLEY & CO.

Eagle Laboratories

LOWER BROUGHTON

Telegrams : “Troches,” Manchester.
Telephone : 848 H.B.

MANCHESTER

BELTONA

THE NEW TREATMENT FOR RHEUMATOID ARTHRITIS, RHEUMATISM, NEURITIS, SCIATICA, LUMBAGO, GOUT, COLITIS AND ALL INFLAMMATORY CONDITIONS.

The following Testimonial proves what Beltona will do :—

To BELTONA LIMITED,

GENTLEMEN,

Received bottle safely.

RESULT:

Jan. 9th. Helpless in bed with Fibrositis
Jan. 10th. Rheumatism in both feet
Jan. 11th.
Jan. 12th.

GEORGE DAWSON,
Landscape and Portrait Painter,
7 DUNN STREET, DALMUIR.

Jan. 13th. Bottle received, eased pain
Jan. 14th. Pain away, swelling away, out of bed

Yours truly,
GEORGE DAWSON.

WONDERFUL!!!

P.S.—You can use this testimonial in full.

Earn the thanks of your Customers by recommending BELTONA.

IT WON'T LET YOU DOWN

Very liberal terms for Small Display Parcel.

Particulars on request.

BELTONA LTD., HIGH STREET, HODDESDON, HERTS.

Stocked by all the Principal Wholesalers.

Supplies for Australia can be obtained from Mr. C. E. BERGLIN, 419 Upper Edward Street, Brisbane, Australia.

Supplies for the Irish Free State can be obtained from Mr. VICTOR E. HANNA, M.P.S.I., 69/70 Lower Mount Street, Merrion Square, Dublin.

Supplies for India can be obtained from Messrs. PARK SUPPLIES Co., P.O. Box 621, Bombay.

Supplies for South Africa can be obtained from Messrs. MACDONALD, ADAMS & Co., Ltd., Chemists, Johannesburg.

It will pay you to stock them!

When the public demand goods bearing a specified name the wide-awake retailer prepares to meet that demand and so reap the benefits which follow.

IGLODINE is fast becoming a household word, and the public, through satisfaction which comes after trial, are demanding IGLODINE PREPARATIONS. Are you the retailer who is preparing to meet the demand?

Iglodine.

Write to-day for full particulars to:

THE IGLODINE CO., LTD. - Newcastle-on-Tyne.

ERGOAPIOL (Smith) PROTECTIVE MARK

Patented in U.S. and Foreign Countries.

Ergoapiol (Smith) is now identified by the letters M.H.S. in the gelatin on the inside of each capsule. These letters are not visible from the outside, but they are plainly discernible in the gelatin when the capsule is cut in half.

MARTIN H. SMITH CO. NEW YORK, N.Y.

British Agents—
THOS. CHRISTY & CO., 4-12 Old Swan Lane, London, E.C.4

MELROSE TABLETS

FOR CHAPPED HANDS
A VERY PROFITABLE SELLING LINE.

Chemists' net prices carriage paid.

2d. tablets - 1/3 dozen, 14/- gross.

3d. tablets 2/- dozen, 6d. tablets 4/- dozen.

From your Wholesaler or
ROBERTS & SHEPPEY
2 Skipton Street, - LONDON, S.E.1.

PARKERS FLUID REMEDY

Attractively Packed. Easily Handled. Quickly Sold.
Well Advertised. Large Profits.

BLADDER WEAKNESS, KIDNEY TROUBLES, Etc.

DON'T MISS SALES. Full details from—

PARKERS REMEDY, Ltd., Mersey Bldgs., Liverpool.

ESTABLISHED 1772

HENRY'S CALCINED MAGNESIA

Continues to be prepared with scrupulous care, in the greatest chemical purity, by

Messrs. **THOMAS & WILLIAM HENRY, 11, East Street, St. Peter's, Manchester.**

And is sold in Bottles, authenticated by a stamp bearing their name

New York: Messrs. SCHIEFFELIN & CO., William Street.

PRICE 2s 9d

Trade Mark, "Henry's Calcined Magnesia"

Paris: Messrs. ROBERTS & CO., 5, Rue de la Paix.

IMPORTANT PRICE REDUCTION

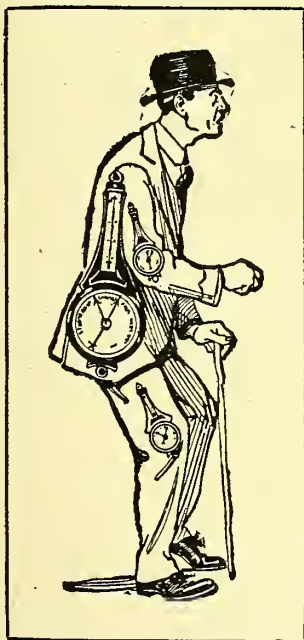
The steady increase in the sale of our **B. ACIDOPHILUS EMULSION** has now increased production to such an extent that we are able to make so large a reduction in the retail price as **FIVE SHILLINGS** per bottle. The old price was 12/6. As from December 1 the retail price will be:

B. ACIDOPHILUS EMULSION
7/6 per standard 12-oz. bottle.

The preparation is being widely advertised to the Profession. Can be obtained from your usual Wholesaler, or direct from the Sole Manufacturers:

E. H. SPICER & CO. LTD.

72 WIGMORE STREET - - - LONDON, W.1.



WRITE FOR PARTICULARS
OF CASH BONUS FOR
WINDOW DISPLAY

It does not matter where the Barometer is

CURICONES

will deal with the trouble, be it

**Rheumatoid Arthritis, Neuritis,
Rheumatism, Gout, Lumbago
or Sciatica.**

Quick Sales.

WELL ADVERTISED.

Generous Terms.

RECOMMENDED BY DOCTORS.

Stocked by all Wholesale Houses.

Other Lines which also pay to stock:—

ANTHROIDS BALM, CURILAX, VICAPS, STEMAT ANTI-CATARRHAL TABLETS, STEMAT ANTI-CATARRHAL BALM, My Lady's ROLETTE WRINKLE ERADICATOR, SANALVE, THE QUROPAD MASSAGE APPLIANCE, VANITY BOXES, &c.

STEPHEN MATTHEWS & CO. Ltd.

Manufacturing Chemists,

19-20-21 FARRINGTON STREET, LONDON, E.C.4.

'Phone: City 8342.

Wires: "Curicone, Cent, London."

Telephone:
HOLBORN 3257.Telegrams:
YEASTPIRIN-SMITH, LONDON.**Yeastpirin**
REG. TRADE MARK

TRADE NOTICE

We are covering the whole Country with our publicity campaign, and will continue to do so.

The demand is already phenomenal.

In order that we may be able to keep you supplied up to time please let us know your requirements as early as possible.

The terms below are only being offered to chemists and stores with recognised drug departments.

Good Show Material will be sent with order to enable you to take full advantage of this profitable line.

Stock Yeastpirin—its merits and our publicity will sell it for you.

TERMS FOR WINDOW DISPLAY

FIRST ORDER.

3 doz. 1/3 @ 12/6 doz.

1/2 „ 3/- @ 30/- „

6 1/3 } FREE.
1 3/- }

Less 5% 7 days, 2½% monthly.

EXTRA PROFIT FOR } 10/6
BUYING THIS PARCEL }

REPEAT ORDERS.

4 doz. 1/3 @ 12/6 doz.

1½ „ 3/- @ 30/- „

1/2 „ 5/- @ 48/- „

8 1/3 } FREE.
3 3/- }
1 5/- }

Less 5% 7 days, 2½% monthly.

EXTRA PROFIT FOR } 24/-
BUYING THIS PARCEL }

YEASTPIRIN LTD., 26 & 27 Hatton Garden, LONDON, E.C.

BUILD YOUR BUSINESS
ON SOUND LINES



Sells Well—Pays Well—Satisfies

ANALGESIC BALM, P., D. & Co., contains menthol, methyl salicylate and lanolin, a combination that is in demand at this season of the year. Remember that it contains more menthol than the average product. This makes the P., D. & Co. preparation appear more expensive, but it also makes it more effective; and, after all, *it is effectiveness that leads to the public's satisfaction and continued custom.*

In every way Analgesic Balm, P., D. & Co., is made the "best possible." But the question of the chemist's profit is also considered. Every shilling he spends on this product brings him 6d. profit—more when he takes advantage of the special terms available.

ANALGESIC BALM

(Parke, Davis & Co.)

M.R.P. - 1/6 per tube

M.W.P. - 12/- per doz. net



PARKE, DAVIS & CO.,
BEAK ST., LONDON.

SEND
FOR TERMS

THE ANGLO-FRENCH DRUG CO. LTD.

Distributing Agents for High-Class French Pharmaceutical Preparations.

Continuous and active propaganda is being conducted with the Medical Profession for the following lines:—

SYRUP CRÉOSAL (Dubois).

ADREPATINE

CRYOGENINE (Lumière)

DIGLOBIN

ELIXIR BROMO-VALERIAN (Gabail)

FEMIVIR

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KINECTINE

MYCOLACTINE

ORARGOL

SEPTICEMINE (Cortial)

STANNOXYL

AND

INTRAVENOUS SOLUTIONS (A.F.D.).

LIBERAL DISCOUNTS GIVEN TO RETAIL AND WHOLESALE CHEMISTS.

Your co-operation in carrying stocks or in promptly obtaining supplies will be appreciated.

PRICE LIST AND PARTICULARS FORWARDED ON REQUEST.

238a GRAY'S INN ROAD, LONDON, W.C.1

Telephone: MUSEUM 4029.

Telegrams: AMPSALVAS, LONDON.

Associated Houses: Paris, New York, Montreal, Bombay, Sydney, Wellington, Tokyo.



Beecham's Pills

1s. 3d. size	-	11s. 9d. per dozen
3s. 0d. "	-	28s. 0d. "
5s. 0d. "	-	54s. 0d. "

Beecham's Powders

1s. 3d. size	(8 Powders)	11s. 9d. per dozen
5s. 0d. "	(40 ")	54s. 0d. "

Less 2½% Cash Discount.

A further 5% allowed for Window or other Advertising display.

Orders—Minimum Quantity FIVE POUND (Assorted sizes, Pills and Powders).

PACKAGES FREE. CARRIAGE PAID.

TERMS: CASH WITH ORDER.

All communications to be addressed and cheques made payable to—

BEECHAM ESTATES & PILLS LIMITED, ST. HELENS, Lancashire.

PEARSON'S BRITISH

AMIDOL

PURE WHITE CRYSTALS
FREE FROM OXIDATION

Enquiries: Invited
Samples on Application

Manufactured by
E.T. PEARSON & CO. LTD.
35, GORDON SQUARE, W.C.1
AT THEIR WORKS
MITCHAM, Surrey.

THE PRESCRIBER

Twenty-second Year of Issue.
January 1928.

YEAR BOOK OF TREATMENT FOR 1927.

Double number 4s. 6d. post free.

Annual Subscription 20s. post free anywhere.

Through any Medical Bookseller, or direct from—

"THE PRESCRIBER" Offices, 6 South Charlotte St., EDINBURGH.

Sydal SPELLS SALES

Ladies like its non-greasy fragrance; its soothing smoothness; its beautifying healthfulness. It gives new whiteness and loveliness to the roughest skin; it relieves sore-

ness; cures chilblains. One sale—and customers will ask for it again and again. Sydal is being advertised all over the country at 1/6 per jar. Sample tin 6d. post paid.



Sydal Proprietary (Room 12), Planet Works, Bramley, Leeds

"Velocium" now sold in packets at 1/3

The introduction of a small packet will bring the claims of "Velocium" more strongly than ever before a very wide class of users—the sufferers from winter colds. A 1/3 packet of "Velocium" contains sufficient of the wonderful little green tablets to kill a cold in its first stages. However great its popularity before there will now be a very much greater inducement to buy "Velocium" in this more convenient and economical size.

Watch the post next Wednesday morning!

You will learn full particulars of the change and how a special bonus can greatly increase your profit on every tube of "Velocium" sold. You will be given details of the greatest advertising campaign ever undertaken on behalf of "Velocium"—a campaign that will set hundreds in your district reading about this great cold and catarrh cure.



"VELOCIUM"

Regd. Trade Mark

*The Germ-killing treatment for
Colds, Catarrh, Asthma, Hay Fever*

Sole Distributors : PENNEY & CO., Ltd., 16-18 BEAK STREET,
REGENT STREET, LONDON, W.1.



QUINPHOS

THE GREAT TONIC

(Regd.)

THE PROPRIETARY THAT
GIVES A GOOD PROFIT

The Specimen Bonus Orders given below are also described as 25/-, £3 and £5 lots. If not otherwise instructed, we send the suitable proportion of liquid and tablets.

SPECIMEN BONUS ORDERS



No. 1			
1 doz.	1/3 "Quinphos"	...	£ s. d.
"	3/-	"	0 11 6
"	1/3	"	0 13 9
	Bonus	...	0 3 9
	5% 1 month	...	£1 5 3
		...	0 1 3
		...	£1 4 0

Sells for		
£	s.	d.
0	15	0
0	18	0
0	3	9
£1	16	9

Outlay	....	£1	4	0
Profit	....	...	12	9

34.7%

No. 2			
3 doz.	1/3 "Quinphos"	@ 11/6	...
1	" 3/-	@ 27/6	...
1	" 1/3	"	...
	Bonus	...	£ s. d.
	5% 1 month	...	£3 2 0
		...	0 3 2
		...	£2 18 10

Sells for		
£	s.	d.
2	5	0
1	16	0
0	11	3
£4	12	3

Outlay	....	£2	18	10
Profit	....	£1	13	5

36%

No. 3			
4 doz.	1/3 "Quinphos"	@ 11/6	...
1 1/2	" 3/-	@ 27/6	...
1 1/2	" 5/-	@ 48/-	...
1 1/2	" 1/3	"	...
	Bonus	...	£ s. d.
	5% 1 month	...	£4 19 3
		...	0 5 0
		...	£4 14 3

Sells for		
£	s.	d.
3	0	0
2	14	0
0	15	0
0	18	9
£7	7	9

Outlay	....	£4	14	3
Profit	....	£2	13	6

36%

SOLE MAKERS:

THOMPSON & CAPPER, LTD.

Manesty Buildings, College Lane, LIVERPOOL.

Telegrams: "SANITAS, LIVERPOOL."

ESTABLISHED 1843.

Telephone: ROYAL 2060.

ROBERT BLACKIE

Wholesale

Manufacturing Chemist

SHEN WORKS
TOWER BRIDGE RD.
LONDON - S.E.1

Telephone:
HOP 2422 & 2423

Telegrams:
USHENSPUNA,
LONDON.

For

"SPUN"

OINTMENTS

MOLIVENE

(REG. TRADE MARK)

is a perfect combination of the

FINEST MALT EXTRACT

and the

FINEST CREAM OLIVE OIL

Most palatable and sustaining.

Slightly aperient.

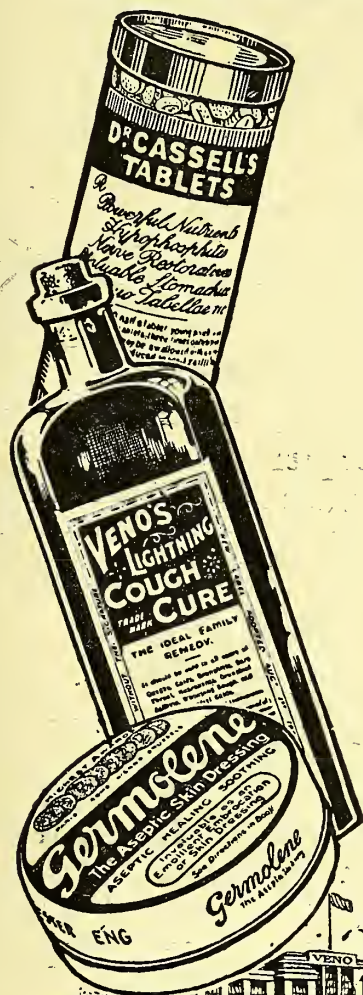
For infants and invalids.

Once introduced a steady and
increasing demand is assured.

1 lb.	2 lb.	4 lb.
13/-	24/-	42/- dozen.

Samples on application and
Counter Leaflets supplied.

Thank you!



We wish to thank those Chemists who have so consistently supported us during the past year, and who have proved that it pays to push the lines with a world-wide reputation backed up by lavish and progressive publicity.

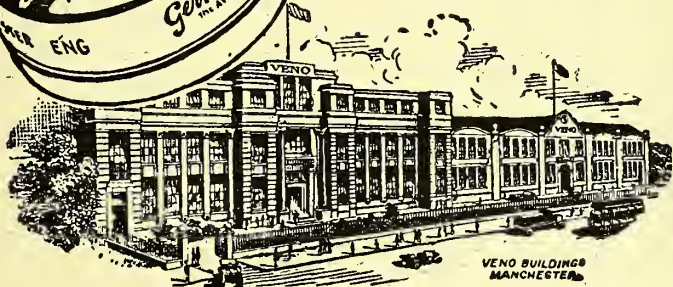
Dr. Cassell's Tablets Venos Lightning Cough Cure Germoline

offer bigger business with the least effort.

Stock and Push VENO LINES

for a successful

1928



Send for particulars of Window Display Terms.

VENO DRUG CO. (1925) LTD.

CHESTER ROAD, MANCHESTER

NORWEGIAN COD LIVER OIL

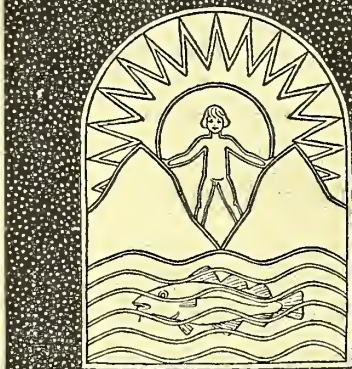
The remarkable results obtained by modern vitamin research have led to a world-wide record-breaking consumption of Norwegian Medicinal Cod Liver Oil.



It is of the highest possible quality, and is superior to any other product in so far as its vitamin content - so necessary for growing children - is concerned.



It is one of the most valuable allies in the constant fight the medical world is waging against tuberculosis and rickets.



The
Famous Natural Aperient Water.

Hunyadi János

An extensive propaganda is being carried out among the Medical Profession and the general public which is resulting in a largely increased demand for this world-renowned NATURAL Aperient Water.

Prices to the Trade :

24/- per doz. large bottles - or 48/- per case of 25
18/- „ „ small „ - or 72/- „ „ 50

Net, Carriage Paid.

Minimum Retail Prices :

2/6 per large bottle.

2/- per small bottle.

Hunyadi János has for more than fifty years been recognised as the best of the **NATURAL** mineral waters containing sulphate of soda and sulphate of magnesia. Its laxative action is sure but gentle; it stimulates the liver and cleanses the blood.



Doctors are constantly prescribing Hunyadi János in preference to ordinary aperients, whilst many of your customers who know its value are already using it. Traders would therefore find it to their advantage to keep a stock of this famous **NATURAL** Aperient Water.

Sole Wholesale Agents :

INGRAM & ROYLE, LTD.

BANGOR WHARF

45 BELVEDERE ROAD

LONDON, S.E.1

19 South John Street, Liverpool

Bath Bridge, Bristol

PURE MALT EXTRACT

with *FINEST*

NORWEGIAN COD LIVER OIL

The Brand that does not separate nor crystallize.

Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.

THE BRITISH DIAMALT COMPANY
SAWBRIDGEWORTH - - - HERTS.

PURE ORANGE WINE

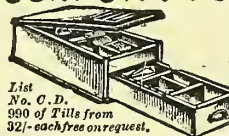
A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only)
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

HAND BILLS

We will supply 10,000 Hand Bills for 27/6, carriage paid. Good work, no rubbish. A Postcard will bring you a sample. Ellams & Co., 33 Hanover Street, Liverpool.

SENT ON 14 DAYS APPROVAL



upon receipt of cash or two wholesale trade references. The 'ARGYLE' TILL. Highly polished solid Mahogany, dovetailed edges. Check action to drawer. Alarm Bell. Lock and key to lid. Size 18 x 9 x 7 1/2 ins. Paper Coils, 3 1/2 ins. wide, 4/6 doz. **84/-**
DUDLEY & COMPANY, LTD., 558-576 Holloway Road, London, N.7. City Showrooms: 65 & 66 Fore Street, E.C.2.

José

Almego Ltd.
WINE SHIPPERS,
Rua Elias Garcia 79,
Vila Nova De
Gaia,
OPORTO.

DIRECT FROM
THE GROWERS.

To Chemists with Wine Licence only.

We are prepared to grant Agencies to licence holders for our celebrated Ports in districts not already represented.

Almego's Invalid Port,

Almego's Ruby Port,

Almego's White Port,

The Marquis Port,

Grand Duchess Port.

For particulars of Agency, Samples and Prices apply to:—

GOOD ADVERTISING MATTER.

JOSÉ ALMEGO, Ltd. London Office: St. Mary's Chambers, 161a & 166 Strand, W.C.2

TELEPHONE: CENTRAL 6511.

TELEGRAMS: "ALMEGOLIMI, ESTRAND, LONDON."

Enquiries for Agencies will receive immediate attention.



BRAND'S ESSENCE

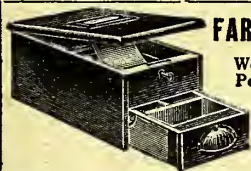
of Beef, Mutton or Chicken
consists solely of the juice of
the finest meats, prepared
with the greatest care under
the most hygienic conditions.

Essential in the Sick Room.

Sold by all Chemists and Stores.

BRAND & CO., LTD.

Mayfair Works, Vauxhall, LONDON, S.W.8.



FARLEY'S No. 5 CASH TILL 30/-

Well-seasoned American Hardwood,
Polished Oak or Mahogany, any
colour. 18" x 9" x 7"
Till Roll 3 1/2"

**FARLEY'S, 227 Old Street,
LONDON, E.C.1**



D. MATTHEWS & SON,
Shop Fitters and Showcases
Manufacturers,
14/16 Manchester St.,
LIVERPOOL.

THE KWIK-SALE SHOWCASE

Suitable for all Businesses.

Plate glass sloping front. Frameless Mirror
sliding doors at back. Polished edge plate
glass shelf inside. Size 3 feet long, 14 in.
back to front at bottom. 9 in. back to front
at top. 12 in. high. £5-10-0

RIDGE'S FOOD

for Infants and Invalids

WELL ADVERTISED to the GENERAL PUBLIC.

SAMPLES, ADVERTISING MATTER and SPECIAL
DISPLAY TERMS ON APPLICATION TO:

ROYAL FOOD MILLS, LONDON, N.16



RAGNAR SCHJØLBERG
Bodø, Norway.

GUARANTEED GENUINE
FINEST NON-FREEZING
LOFOTEN
MEDICINAL

COD LIVER OIL B.P.

"VITA" BRAND.

Stocks always held in London.

Regular supplies produced
entirely in my own large
Plant from finest possible
obtainable quality Pure
Lofoten Cod Liver Oil.

Full particulars and samples from:

BRUCE STARKE & Co.

16 Water Lane,
Great Tower Street,
LONDON, E.C.3

SOLE AGENTS FOR U.K.

Telegraphic Address: "Starkemad, Bilgate, London."
Telephones: Royal 0137 & 0138.

CURASOL

The Original

Boric Socks

FIXED SELLING PRICE 4½d. pair.

COST 3/- doz.

SIX DOZ. LOTS 34/6 per gross.

Distributing Agents:—

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SCOTLAND:—

MUNRO, M'LAREN & SUTHERLAND
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For Sample Pair (state size) send P.C. to

The Curasol Sock Co.

19-20 Garlick Hill, London, E.C.4

Best sellers

The public is asking
for **ZEAL**
CLINICAL
THERMOMETERS
because they are:—

**GUARANTEED TO
STAY ACCURATE
CONSISTENTLY
ADVERTISED**

Made by

ZEAL

*—the name the
public knows.*

G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.



“Wimaco” Specialities, British and Best.

MONARCH SEAL QUININE PESSARIES—Full Strength Guaranteed

INSIST ON WIMACO MONARCH SEAL BRAND (Regd.). THERE IS NO SUBSTITUTE FOR WIMACO.

WINCHESTER MANUFACTURING CO., LTD., ISLEWORTH, MIDDLESEX

1



WM. WARNE & CO. LTD.

29 GRESHAM STREET, E.C. 2.

India Rubber Manufacturers,

Surgical, Chemical, Domestic Articles, Syringes,
Water Beds, etc.



“SURCO”

Always Reliable

WRITE FOR CATALOGUE

**ELASTIC HOSIERY
BODY BELTS**

TRUSSES

SUNDRIES

Surgical Hosiery Co., Ltd. Russell Street, Nottingham

Let "TEDDY BOTTLE"

keep up your hot water bottle Sales



Registered Design No. 733696

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5/9

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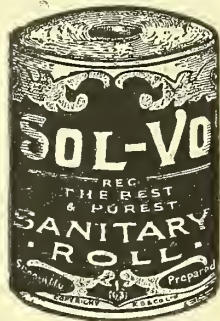


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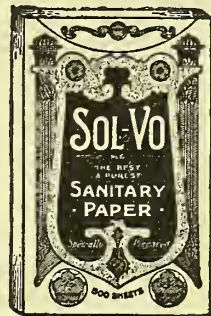
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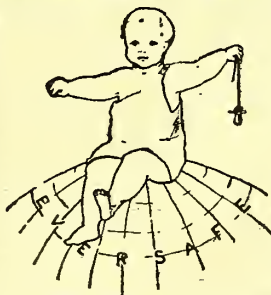
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JANUARY 28, 1928.

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4.—MIDDLESEX (Few Miles Out).—General Retail and Dispensing Business, with Photography; returns last year £2,400, at usual prices; double-fronted shop, well fitted and stocked; good living accommodation and garden; rent £100 per annum; sublet £50; held on long lease; price to be arranged.

5.—CITY (Near).—General Retail Business in shopping thoroughfare; established many years; returns £50 weekly at good prices; good sale for own Proprietaries; double-fronted corner shop; seven-roomed house; bathroom; side entrance; price £500.

6.—ESSEX (Suburban).—General Retail Business, with Kodak Agency; returns £1,000; attractive double-fronted shop; stock and fixtures about £500; comfortable house; rent £52; very long lease; valuation and small premium.

7.—CITY.—For immediate Disposal, Cash Retail and Photographic Business, recently established; average returns £45 weekly at usual City prices; stock and fixtures worth, roughly, £900; held on lease; to effect an immediate sale vendor will accept any reasonable offer.

8.—DERBYSHIRE.—General Retail Business, with Kodak Agency; established 50 years; returns between £50 and £55

weekly; double-fronted shop; excellent house, garage and garden; rent £50; held on lease; price £1,850.

9.—BRISTOL.—Very good-class Retail and Dispensing Business, with Kodak Agency; established nearly a century; returns approach £3,000, with net profit exceeding £600; single-fronted shop, well fitted and stocked; vendor is prepared to sell on a valuation basis; further details on application.

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11.—SOUTH COAST.—Cash Drug Stores, in excellent position in main shopping thoroughfare; returns, under unqualified management, £1,400; scope for large increase; handsomely fitted; stock and fixtures estimated at £900; net rent £60 per annum, which includes seven-roomed flat (vacant possession); price to be arranged.

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13.—NORTH OF ENGLAND.—General Retail and Photographic Business, with Wine Licence; very old-established; returns £1,500; net profit £400; well-fitted pharmacy; stock estimated at £800; held on lease at a rental of £52 yearly; further details on application.

14.—DORSET.—Ready-money Business, unqualified; good opening for Chemist; returns between £25 and £30 weekly; corner shop, double-fronted; new lease, or freehold may be purchased; there is also a Tobacconist with Post Office adjoining, which can also be acquired.

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3.—LONDON, S.E. Two Chemist's Businesses: (a) On lease, 21 years to run, at £100 p.a. inclusive; returns £15 per week. (119) (b) On lease, 20 years to run, at £95 p.a.; returns £15 per week. Further particulars on application. (120)

4.—LONDON, N.W.—Lock-up Shop, recently established; on lease, 6 years, at £32 p.a.; returns £22 per week; stock approximately £200. Further particulars on application. (134)

5.—BERKS.—Old-established Chemist's Business for Disposal; double-fronted shop, recently redecorated, with good living accommodation; held on lease with nine years to run, at rental of £71 6s. 8d. per annum; stock about £450; returns £25 per week; books can be inspected. Offers invited. Full particulars on application. (123)

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9.—PEMBROKE.—Old-established Business, with good living accommodation; on lease, 40 years to run, at £45 per annum; returns, £40 per week; stock about £800. Further particulars on application. (139)

10.—CAMBRIDGESHIRE.—Old-established high-class Dispensing and Retail Business; held on advantageous lease; well fitted and large stock carried; returns approximately £3,000, at good profit; excellent living accommodation; every investigation invited. Full particulars on application.

11.—LONDON, N.W.—Dispensing and Photographic Chemist's Business for disposal; double-fronted shop; good living accommodation; gas and electric; good lease can be obtained; rent £250; returns £55 per week; stock approximately £500. Full particulars on application. (125)

12.—MANCHESTER.—Well-established Pharmaceutical and Optical Business; large shop, with good living accommodation; rental, £117 p.a., with option to purchase property; returns about £20 p.w.; stock approx. £300; price for fixtures and fittings, £350; lease and goodwill, £100. Full particulars on application. (130)

13.—LONDON, S.W.—For immediate disposal. Retail and Dispensing Chemist's Business, held on lease, 33 years to run at ground rent £4; conveniently fitted and stocked; turnover approximately £1,050 per annum; room for scope and increase under personal supervision. Full particulars on application.

14.—CAMBRIDGE (Near).—Old-established Pharmacy, on lease 20 years at £50 p.a.; returns average £13 per week; double-fronted shop, with good dwelling accommodation. Further particulars on application. (131)

15.—CITY.—Old-established Business, on lease, 18 years to run, at £60 p.a.; rates £21; returns average £1,450; good N.H.I.; (let off £65 p.a., vacant possession can be given if necessary); side entrance. Full particulars on application. (132)

16.—LINCOLNSHIRE.—General Retail Dispensing Business in market town, with excellent living accommodation; established over 60 years; nearest opposition 5 miles away; takings over last 3 years average £1,640; net profit, 25 per cent; stock about £350; rates very low; wine and spirit trade; Kodak Agency. Further particulars on application. (141)

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Office.

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1.—DERBYSHIRE.—Old-established Light Retail Business, in pleasant market town; returns £2,650; good profits; large house, garden, and garage, etc.; heavily stocked; price £1,850; worth attention.

2.—SUFFOLK.—Good-class Light Country Retail; easily worked; quite unopposed; returns last year £1,831; net profit over £500; books properly kept; good house, outbuildings; large garden; excellent stock; price £1,500, or £2,400 including freehold; worth attention.

3.—HERTS.—Good-class Light Family Retail, in growing residential district; returns £1,800; net profit £620; attractive modern pharmacy and house; well stocked; price £1,500; personally inspected and recommended.

4.—MIDLANDS.—Light Cash Retail and Prescribing Business, main road position, large town; returns average over £1,500; net profit £350; books audited; lock-up shop; well stocked; price £700.

5.—BLACKPOOL.—Cash Retail, Dispensing and Photographic Business, in fine position; returns average about £2,500; net profit about £500; stock and fixtures worth about £1,250; price £1,500; recommended.

6.—NORFOLK.—Old-established Mixed Country Business; quite unopposed; returns over £1,000; easily worked; large house, garage and 3 acre of garden, etc.; on lease; price about £800.

7.—WEST OF ENGLAND.—Light Cash Retail, Dispensing and Photographic, in good market town; returns £1,100, under manager; plenty of scope; low expenses; good house and shop; well stocked; price £1,100.

8.—PUTNEY (near).—Good middle-class Cash Business, in fine main road position; returns over £2,300, under manager; plenty of scope; well-fitted shop; fully stocked; price £1,450.

9.—FULHAM.—Cash Retail Prescribing and Photographic; main road position; returns £1,300; net profit £425; low rent; decent house; well stocked; price £750.

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We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

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DERBYSHIRE.—Country Business; double-fronted shop; main road; modern; rent £50 per annum; ideal accommodation, bathroom, h. and c. water; N.H.I. 400 per month; turnover £1,000 per annum; bargain price for quick disposal, £350. 262/27, Office of this Paper.

DERBYSHIRE.—Small Cash Chemist and Druggist Business; no near opposition; good accommodation; three bedrooms, bath-room, etc., and small garden; rent 21s. per week inclusive and lease can be obtained if desired; reasonable offer, after investigation, accepted for quick sale. 265/36, Office of this Paper.

EAST HAM.—Owing to illness of proprietor, immediate disposal of sound easily-worked Business; shop well stocked and nicely fitted; returns, 1927, £1,150; capable of big increase; good house; long lease; low rental. For price and particulars apply "J. W. D.," 122 Dalmally Road, Addiscombe.

ESSEX.—Double-fronted Drug Stores in main road in centre of rapidly-growing district; trade £17 per week, increasing; ample scope for large increase under qualified proprietorship; stock, fixtures and goodwill, £550, freehold £950, in all £1,500; premises comprise four rooms, kitchenette, bathroom and brick-built garage. 265/6, Office of this Paper.

ESSEX.—Lock-up, double-fronted, corner position; plenty of scope; turnover £1,750; no further opposition likely; held on lease; price, value of stock and fixtures, approximately £500. 265/40, Office of this Paper.

LANCASHIRE.—Old-established Chemist's Business; commodious dwelling accommodation; central position; N.H.I. 1,000 monthly average; price asked, £2,200, includes property; real bargain. References, etc., to 261/16, Office of this Paper.

LANCASHIRE COAST.—Light Retail, Dispensing, Photographic, Optical; Kodak Agency; double-fronted shop; modern oak fixtures; modern 6-roomed flat over shop; electric light; returns £2,400; price, including premises, £3,000; £900 could remain. "Optical," c/o Southall Bros. & Barclay, Ltd., Lower Priory, Birmingham.

LEEDS DISTRICT.—Genuine Chemist's Business; busy working-class area; corner shop; electric light; good fittings and stock; Kodak Agency; near Doctor; low inclusive rent and rates; small house attached; lease can be granted; genuine buyers only; good reason for disposal; price £350. 265/7, Office of this Paper.

LIVERPOOL.—Large corner Pharmacy for disposal; main road; splendidly fitted and well stocked; turnover at present over £2,000 a year, excluding N.H.I. receipts; splendid house attached; side entrance; valuation terms considered; opportunity occurs to possess splendid business at moderate price; only genuine applicants need apply, and bankers' references expected; no agents; further particulars at interview only. 265/22, Office of this Paper.

LONDON, N.W.—Newly-fitted Pharmacy; electric light; good workable stock; rent £50 per annum; long lease; growing N.H.I.; price £350, inclusive; part could remain. Write "H. T.," 98 Mercers Road, N.19.

LONDON, W. (near Oxford Circus).—Exceptional opportunity for energetic man; the old-established Business (1784), General Dispensing and Veterinary, with lease of premises, inclusive of goodwill and various Recipes, Trade Marks, also formulae of Bird's Botanic Essence, and other Veterinary Medicines. The sale is owing to the illness and retirement of the proprietor. All applications in first instance to be addressed to 120/190, Office of this Paper.

LUTON (near).—Genuine Chemist's Business for Sale, Sale; unopposed; in growing neighbourhood; good Family trade, N.H.I., Kodak agency; books audited; turnover £1,540; net profit £400; price £1,200, which includes lock-up shop, freehold; exceptional opportunity; owner bought larger business. 264/31, Office of this Paper.

MANCHESTER, near (working-class).—Old-established Drug Store, fitted as Pharmacy; returns £900; capable of considerable increase now; accommodation immediate; sound opportunity for pharmacist prepared to invest £570; genuine buyer only. 265/12, Office of this Paper.

NEW FOREST DISTRICT.—Old-established Village Cash General, good class, including Drugs, etc. (just started); splendid opening for Chemist; much wanted; nearest 5 miles; large shop, good house accommodation, garden, stables, store and garage; early possession; references required; no agents. 261/17, Office of this Paper.

NORTH LONDON.—Good-class Chemist Business for Sale (lock-up shop); long lease; rent £60; well stocked; moderately fitted; N.H.I.; scope for considerable increase; price, including stock, £550; genuine cash buyer only with references. 262/39, Office of this Paper.

NORTH-WEST COAST.—Good-class Dispensing Business; returns £2,400; Kodak Agency; two store rooms above shop; freehold property, stock, fixtures and goodwill, £3,300. "Coast," c/o Southall Bros. & Barclay, Ltd., Lower Priory, Birmingham.

SOUTH COAST.—Business in working-class district; lock-up shop; rent £1 a week; long lease; Panel Doctor close by; has been under management; would suit energetic young man; price, fixtures, fittings and stock at valuation (latter could be considerably reduced). Apply 260/24, Office of this Paper.

SOUTH.—Genuine Wholesale and Retail Business; turnover £6,000; big profits; books audited; large stock; premises can be purchased or held on lease; house and garden; must leave district owing to ill health; part purchase price can remain by arrangement with young energetic man not afraid of work; state in first letter age, experience and cash available. 264/19, Office of this Paper.

SHEFFIELD District.—Compact Cash Business in working-class neighbourhood; takings £12 to £13 per week and 400 to 500 scripts monthly in addition; lock-up shop and storeroom; expenses less than £1 per week; terms, valuation of stock and fixtures, about £300. 264/2, Office of this Paper.

SUFFOLK.—Unopposed, old-established Business; Kodak, N.H.I.; near sea and broads; good boating and fishing; returns last year £1,771 11s. 3d.; average net profit 3 years £472 17s. 1d.; accountant's figures; growing district; also freehold house over; 3 bedrooms, bathroom, 2 sitting-rooms, kitchen, side and back entrance, yard; price all £1,750. 265/16, Office of this Paper.

WESTCLIFF-ON-SEA AREA.—Pharmacist, having other interests, wishes to dispose of genuine Cash Retail, Dispensing, Family and Kodak Business, in the residential part of this healthy and rapidly growing district; established in 1922 by the present owner; the returns have increased yearly to £36 weekly (average last year) and show over one-third gross profit; good living accommodation with separate entrance and garage; new lease of 14 or 21 years; commencing rental £100, or the freehold could be purchased at a very low figure and by gradual payments. Applicants for further particulars should state their present position. £1,200. 92/6, Office of this Paper.

WEST OF SCOTLAND.—Good-class Chemist's Retail Business for Sale in country town of 5,000 inhabitants; average drawings over 5 years £1,500 per annum; lease can be arranged; capital required about £1,000. 262/31, Office of this Paper.

WEST RIDING CITY.—Pharmacy, in present hands 25 years; owner retiring; turnover £1,660; net profit £450, about; corner shop; part house let off at £36; property and business £2,000, or near offer; in Leeds choice of two small pharmacies with house, each about £300. Marsden, Valuer, 44 Sholebroke View, Leeds.

£400.—VALUE stock and fittings, modern lock-up Shop, main road, in working-class district of busy Lancashire manufacturing town; sound reason for selling; splendid opportunity for progressive man; all saleable stock; increasing turnover. For full particulars apply Farrand, 414 Ashton Old Road, Openshaw, Manchester.

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AN old-established Chemist's Business for disposal in N.W. London; light Retail, Dispensing, Prescribing and Photographic (Kodak agency); lease; low inclusive rent opening for Optics; suit beginner or elderly pharmacist; saleable stock; good condition; electric light throughout; scope for increase; £525 all, or reasonable offer. "Radix" 264/17, Office of this Paper.

GREAT WESTERN RAILWAY (main line).—Important Photographic Business, with very extensive D. & P. connection in busy town; very little Dispensing; easily worked; overhead expenses very small; net profit 33½ per cent. on a turnover approaching £1,500; owner has other interests and would meet purchaser reasonably; good house available. Full particulars from 264/1, Office of this Paper.

SPLENDID OPENING FOR CHEMIST.—The old-established Business carried on by the late Alexander F. Dugan at Rosemount Post Office, 1 Mount Street, Aberdeen, is for Sale. Particulars from John M. Proctor, Advocate, 267 Union Street, Aberdeen, with whom offers should be lodged on or before 2nd February current.

UP-TO-DATE Drug Stores, S.W.; weekly takings £14 to £16 per week; good profits; fairly fitted and stocked; nice room off shop, 5 rooms, kitchen and scullery; good storage room; big scope for N.H.I.; gold mine for M.P.S.; illness cause of sale; further particulars on interview; all at £500, or near offer. 265/28, Office of this Paper.

BUSINESSES WANTED.

THE Proprietor of British Letters Patent No. 220,668 for "A process for the production of new organic arsenic compounds" is desirous of entering into negotiations with interested parties either for the granting of licences thereunder on reasonable terms or for the sale of the Patent outright. Communications please address to Dicker, Pollak & Mercer, Chartered Patent Agents, 20-23 Holborn, London, E.C.1.

THE Proprietor of British Letters Patent No. 209,767, for a "Process for Producing New Organic Compounds of Mercury" is desirous of entering into negotiations with interested parties either for the granting of licences thereunder on reasonable terms or for the sale of the Patent outright. Communications please address to Dicker, Pollak & Mercer, Chartered Patent Agents, 20-23 Holborn, London, E.C.1.

WANTED to purchase a neglected Business in good neigh- bourhood, with living accommodation; one capable of doing between £2,000 to £3,000 per annum; not too far from London; all particulars in strict confidence. "D. M. L.," c/o 18 Formosa Street, W.9.

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On View two days prior to Sale. Catalogues of the Auctioneers, 5 Little Britain, E.C. Telephone: Central 6463.

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SHOP, lock-up, on main London road in growing village, 30 miles out; nearest Chemist 3 miles; urgent need; good prospects; existing high-class school; houses building; electric light; company water; rent £56 per annum, inclusive rates; rooms, furnished or unfurnished, available, and catering. P.C.B. 9/19, Office of this Paper.

TO MULTIPLE SHOP FIRMS.—Shop and Residence, unusually fine position main shopping thoroughfare, populous district, N.W. London; rental, on lease, £200 per annum. Write Box 241, "Willesden Chronicle" Office, Harlesden, N.W.10.

PREMISES WANTED,

DENTAL.—Wanted, Two Rooms over Chemist's shop, in London industrial district, suitable for Dental practice; late rent. 264/18, Office of this Paper.

PREMISES FOR SALE.

TORQUAY.—Finest position, right on sea front; grand opening for Photography and Toilet Requisites. Particulars from Frank Bishop, Strand Chambers, Torquay.

FINANCIAL.

OLD-ESTABLISHED (London) Ltd. Company (Wholesale Druggist Sundries) wishes to amalgamate with similar concern or Manufacturer with view to mutual saving in overhead expenses; alternatively, good opportunity to purchase control on reasonable terms. 264/11, Office of this Paper.

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AGENTS wanted by manufacturers of first-class fabric-made Rubber Hot Water Bottles; good connection Chemists other non-competitive lines; commission basis; following districts: (1) London, North of Thames; (2) Cornwall, Devon, Somerset, Dorset; (3) Norfolk, Suffolk, Essex, Cambridge; (4) South Wales. 263/20, Office of this Paper.

TWO Indian Travellers, working jointly, well known amongst Chemists and Druggists in India, seek Agencies of Advertised Patent Medicines, Surgical Dressings, Druggists' Sundries, Perfumery and allied lines, Fancy Goods; best English and Continental references; complete knowledge of marketing new products, advertising, distribution, etc.; terms, commission and part expenses. Apply, with samples and full particulars, Post Box 3130, Bombay.

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6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

BIRMINGHAM.—Qualified gentleman required; good at Counter and Window-dressing. Age, experience, salary, photo and references. 258/25, Office of this Paper.

BIRMINGHAM.—Qualified Assistant, used to N.H.I. Dispensing and quick cash trade; no Sunday or Bank Holiday duty. Please give full particulars in first letter, age, height, salary required, and enclose photo if convenient. Vernon Thompson, Chemist, Sparkbrook, Birmingham, and branches.

BIRMINGHAM.—First-class Manager required (qualified) to take charge of a progressive City business; excellent opening for a real live man. "B.," 262/360, Office of this Paper.

BIRMINGHAM (near).—Junior Assistant, male, unqualified, for Counter and Window-dressing; must be accustomed to quick cash trade. Full particulars and photograph with first letter, 264/28, Office of this Paper.

BRECON.—Smart, reliable Assistant wanted; accurate Dispenser, Agricultural, Photographic. For particulars, Gwillim, Chemist, Brecon.

DERBY.—Immediately, temporary, unqualified Assistant for few weeks; energetic; used to N.H.I. Particulars to Whittingstall, 56 St. Thomas's Road, Derby.

DERBY.—Junior Assistant required for middle-class, light Retail and Dispensing Business; duties, Dispensing and Counter work and charge of storerooms. Apply, with portrait, salary required and reference, to W. Elmitt, 193 Osmaston Road, Derby.

LIVERPOOL.—Junior; industrial neighborhood; outdoors. State salary required and give last two references. Apply 120/187, Office of this Paper.

LONDON.—Qualified Manager required for Light Retail and Dispensing business (N.H.I.); living accommodation; permanent and progressive berth for a steady and reliable man. 262/36, Office of this Paper.

LONDON, S.W.—Part-time Assistant, to live on premises; married. Apply, with full particulars, to Amoore & Co., 173 Sloane Street, S.W.

LONDON, W.—Qualified Manager required for small Branch; must be used to International Pharmacy, speak French and, if possible, Italian. Apply or write full particulars, experience, references, salary, etc., to Pharmacie Francaise, 59 Charlotte Street, Tottenham Court Road, W.

LONDON, N.—Manager wanted immediately for Branch Pharmacy; must be a good Window-dresser and a business builder; excellent scope for a capable man; salary and percentage of profits. Call, Liley's, Ltd., 37 Belsize Lane, N.W.3.

LONDON, W.—Qualified Manager, end February, for light Cash Retail, new branch; reasonable hours, salary and commission; excellent opportunity for keen man; tall and good appearance desirable. Give details of salary, experience and references to BM/VCLL, London, W.C.1.

LONDON, W.—Capable, gentlemanly, Qualified Assistant required; must be a good Counterman. Full particulars of experience and salary required to 265/1, Office of this Paper.

LONDON, S.W.—Young Qualified Assistant; good experience and capable of taking charge. State salary required and all particulars, together with copy references. Applications not answered within three days to be considered as unsuccessful. 265/5, Office of this Paper.

MANCHESTER UNION.

WANTED, by the Guardians of the Manchester Union: a qualified Woman Pharmacist (M.P.S.) to act as Dispenser of Medicines at the Booth Hall Infirmary for Children, Charlestown Road, Blackley, Manchester. Salary £220 per annum, subject to the usual deductions for superannuation purposes.

Applications, endorsed "Pharmacist," stating age, qualifications and experience, and accompanied by copies of not more than three testimonials, must reach me not later than the first post on Tuesday, the 14th February proximo.

By Order,

F. W. GREENHALGH,

Clerk to the Guardians.

Union Offices,

All Saints, Manchester.

27th January, 1928.

MIDDLESEX (Southall).—Required, a Qualified Lady, capable of taking charge, for a few months, with a view to permanency; middle-class business; knowledge of Photography essential; good at Counter and Window-dressing. Full particulars, including salary required, in first letter. 265/38, Office of this Paper.

THE SHEFFIELD ROYAL HOSPITAL (320 beds).—First Assistant Pharmacist (male) required; commencing salary £200. Applications, stating full particulars of experience, age, etc., and enclosing copies of recent testimonials, to the Superintendent and Secretary.

WHITSTABLE.—Unqualified Assistant required for Dispensing and Counter; must be good Stock-keeper. Reply, stating full particulars and salary required, Court, 32 Harbour Street, Whitstable.

ASSISTANT, unqualified, male, age 22, single, required. Apply to Weatherhead, Chemist, 485 King's Road, Chelsea, S.W.10. Enclose recent photo.

ASSISTANT in Buying Department of large Chemists and Patent Medicine House in the North of England. Apply, stating experience and salary required, 120/188, Office of this Paper.

CHEMIST in a country town near Bath, in which city there is a College of Pharmacy, offers temporary post to young Assistant who is desirous of completing qualification; part-time duty on certain days and full time on others can be mutually arranged. Particulars of age, experience, etc., to 262/16, Office of this Paper.

EMERGENCY Locum.—Mr. E. Moss, Chemist, Feltham, Middlesex, offers qualified man as Emergency Locum at shortest notice for periods up to one week; available only until end of May. Phone: Feltham 64, or wire.

EXPERIENCED, qualified lady required for high-class business. State full particulars, age, salary, etc., and send photograph to 262/15, Office of this Paper.

FULLY qualified lady Dispenser required immediately. Apply mornings, Empire Hospital, Vincent Square, Westminster.

J. & J. THOMPSON & CO., LTD., The Chemists, Oldham, require the services of an experienced, unqualified male Assistant, aged 30-35, chiefly to take charge of Wet Drug Warehouse. Also a thoroughly competent, unqualified to take control of D. & P. and Enlarging Department. Permanent positions to men of real ability. State age and full particulars, with photo.

JUNIOR Assistant, with Counter, Photographic and Dispensing experience, required at once. Apply Boutalls, 150 Southampton Row, London, W.C.1.

JUNIOR Assistant or Improver wanted; accustomed to quick, good-class Retail and Dispensing business; some Photographic and display experience an advantage; near London. Apply, stating salary and usual details, 263/36, Office of this Paper.

LADY Assistant; Counter; expert Window and Case Dresser; knowledge of Photography; good Stock-keeper; send terms, photo, etc.; must be quick, smart appearance, and address; used to first-class Pharmacy; permanency. Kendall, St. Martin's Pharmacy, York.

LADY Dispenser and Book-keeper; must have had previous experience of same. Apply personally with testimonials at 96 Lower Addiscombe Road, Croydon, between hours of 9 and 10.30 a.m. (Drs. Harris, Thompson and Jones).

QUALIFIED Senior Assistant required, age about 30, with Optical qualification preferred; reliable Dispenser and Photo knowledge; able to take charge; good references essential. Applications, marked "Personal," with salary required (outdoors), to Mr. Gregson, 56 Fore Street, Kingsbridge.

QUALIFIED Junior as Second Assistant; Counter, Dispensing and Stock; must be courteous and obliging; personal application only. Wavell, Chemists, 144 Victoria Street, S.W.1.

QUALIFIED Assistant at once; male; single; age 26 to 30; live in or out. References, experience, and salary required to Hugh Cox, Chemist, Wealdstone, Harrow.

QUALIFIED lady, February 23, for branch shop; good-class trade; duties light; assist at head shop when required. Apply, giving references, age, experience, salary required (outdoors), Biggs, Chemist, Stourbridge, Worcs.

QUALIFIED Manager required for branch; must be used to working-class district; N.H.I. Dispensing (lady not objected to). State salary required and full particulars on application to "Director," Bewells, Ltd., 19-21 Pitfield Street, N.1.

QUALIFIED, young, keen, good Window-dresser and Salesman, for working-class district; London (Leytonstone district). Full particulars and wage expected to 265/24, Office of this Paper.

UNQUALIFIED Assistant, junior; must be capable Dispenser and alert Salesman; Ilford district. Full particulars and wage expected to 265/024, Office of this Paper.

YOUNG qualified Chemist, single (outdoors), to Dispense at Doctor's Surgery daily for 3½ hours (Sunday excepted), remainder of time at Pharmacy, where a qualified manager is in charge. State age, wages, and usual particulars (with photo if possible), to Phillips, Chemist, Haverfordwest, Pem.

WHOLESALE.

MEDICAL REPRESENTATIVE—MIDLANDS.

A LONDON House, having extensive business in Organic Pharmaceutical Products, requires the services of a Pharmacist of ability and experience to act as their Representative to the Dental and Medical Professions in the Midland Counties. Applications are invited from gentlemen possessing the necessary qualifications, and preferably with previous experience of similar character on the territory.

Apply by letter in first instance to "Pyramid," 120/184, Office of this Paper, stating full particulars of experience, age, height, and salary required, which will be received in confidence.

A LONDON Company requires the services of a first-class Representative, resident in Northern Ireland, for the purpose of introducing Pharmaceutical Products of world-wide reputation to the Medical and Dental Professions; a gentleman holding the Pharmaceutical qualification and with a good knowledge of Therapeutics essential. Replies in first instance should state age, height, previous experience, and particularly extent of connection on Irish territory. Address 120/192, Office of this Paper.

A QUALIFIED, all-round Chemist wanted for small Manufacturer; young; energetic; not afraid of work. Write, giving age, wage, and all particulars, to Jackson, 18 Agnew Road, S.E.25.

ENERGETIC Representative required for Yorks and Lancs for series popular priced Perfumery and Toilet Goods; replies welcomed from men who can show results and carrying one or two non-competitive lines; car an advantage; good commission and part expenses. 263/27, Office of this Paper.

HAIR DYES, TOILETS AND PERFUMES.—Old-established House requires Representatives on following territories: London, South Coast, Edinburgh, and North of Scotland; applicants must be carrying a non-competitive line. 120/186, Office of this Paper.

LIVE Representative required in series of popular-priced Toilets and Perfumery; good prospects for man carrying one or two lines; car advantage; existing good connection handed over; remunerative commission and part expenses to reliable man; district South and South West. 263/027, Office of this Paper.

LONDON Manufacturing House requires Representatives, calling on Chemists in the provinces, North-East Coast, Scotland, East Counties, South Wales, South Coast, and Midlands, to carry two well-known big sellers; commission and part expenses. 120/189, Office of this Paper.

REPRESENTATIVES who can sell popular-priced, quick-moving Toilet Preparations to difficult buyers have the opportunity of getting a position on salary, expenses and commission basis, after try-out of one month on commission only. The successful men will be placed on the following territories and existing connection handed over: (1) S.E. England, (2) Midlands, (3) Wales, (4) Scotland, (5) west half of London, (6) Eastern Counties, (7) Ireland. 267/1, Office of this Paper.

WANTED, on liberal commission basis, Travellers to handle excellent selling lines for Ladies' Hairdressers; London and country. P.C.B. 91/20, Office of this Paper.

WAREHOUSEMAN-PACKER for a small Wholesaler. Apply, giving full particulars, to 264/7, Office of this Paper.

TOILET PREPARATIONS.

NORTH of England (W.R. Yorks) firm require the services of highly skilled gentleman with complete knowledge of the Manufacture of all Toilet Preparations. Applicants must give full particulars of experience, capabilities, age, etc., salary required, in strict confidence. 264/56, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN)

BOMBAY.—Qualified Assistant; thoroughly experienced in first-class trade and capable of taking charge of branch; age 25-28; single; 5 years' agreement; passage paid out and home; commanding salary, Rs. 500 (about £37 10s. monthly), increasing to Rs. 600, with free quarters. Advertisers desire permanent engagement. Full particulars to 120/191, Office of this Paper.

INDIA.—Qualified Pharmacist, 28-30, of good address and education, well up in Therapeutics, required to initiate a Depot, supervise the local stocks and distribution of important medicinal products; also able to carry out personal representation to the medical profession. Write Box B572, T. C. Scott & Son, Ltd., 63 Ludgate Hill, London, E.C.4.

SINGAPORE.—Young, qualified Assistant wanted: age 22 or 23; good salary; passages paid; rare experience; 4 years' engagement; Scot preferred. Apply 265/37, Office of this Paper.

SITUATIONS WANTED.

RETAIL [HOME.]

A.A.A.—ASSISTANT, competent right-hand man, desires permanency; middle-aged; active; abstainer; married; disengaged; Dorset or Hants preferred, not essential. BM ZP6N, London, W.C.1.

A.A.A.—QUALIFIED, 24, tall, energetic, accurate Dispenser, splendid Salesman and Window-dresser, desires position as Manager. 263/22, Office of this Paper.

A.A.—CHEMIST and Optician, M.P.S., F.S.M.C.; available immediately; your own terms; wages, express letters. "Ramon," 264/16, Office of this Paper.

A CAPABLE, qualified Manager is disengaged; experienced in all branches, Photographic, Buying, etc., tall, gentlemanly, excellent references, total abstainer; desires post as Manager in Birmingham or Midlands, or as Locum any district. 195 Franklin Road, Cotheridge, Birmingham.

A CAPABLE, competent, unqualified Assistant, excellent experience, desires permanency; disengaged. Apply Rogers, Pond Cottage, Shortermill, Surrey.

A CAPABLE, qualified man, aged 23, married, desires post as Branch Manager; disengaged one month from appointment. B.M. Z.T.3-M., London, E.C.

A QUALIFIED Chemist, 26, requires post as Manager or Assistant; single; excellent references; free now; London preferred, but not essential; 9 years' high-class experience. 92/5, Office of this Paper.

A SCOT, 24, qualified, all-round experience, West-End, requires position in good-class Pharmacy; excellent references. "M.L.C.O.," 265/37, Office of this Paper.

A THOROUGHLY honest and reliable Major man, 31, single, Scot, well versed in trade, 6 years' London experience, 33 years' successful manager, wants Managership in London, or would control several shops. Your proposition will be treated in strict confidence. "G. F.," 84 Florence Road, Finsbury Park, N.4.

A PPOINTMENT desired by energetic, reliable Chemist, 55, Supervision, Agency, etc.; Retail or Wholesale; only sound established concern; 40 years' good-class Retail (5 in London, 24 own successful business); only moderate remuneration asked for suitable work. "BM ZMOS," 264/8, Office of this Paper.

A S Assistant or Dispenser; whole or part time; moderate salary. Apply "J.," 137 Sebert Road, Forest Gate, E.7.

A S Manager, Senior or Locum; qualified; 27; West-End, City and Suburban experience; quick and accurate Dispenser, smart Salesman, excellent Window-dresser; references bear witness; investigation: London district preferred or large City. Write "Bestina," "The Hollies," Harlington, Middlesex.

A S Manager, Senior or Locum; Drug Stores preferred; Prescriber; personality and business builder. "G.," 150 Scott-Ellis Gardens, N.W.3.

A SSISTANT; Part I; 21; experienced Dispenser, Counter, Window-dresser; reliable and courteous; 5 years' all-round experience. 261/21, Office of this Paper.

A SSISTANT or Manager; 29; married; good all-round experience. 262/37, Office of this Paper.

A SSISTANT; 22; tall; unqualified; excellent references; high-class experience; capable Dispenser, Counter, Window-dresser, Photography; Homeopathy; facilities for evening classes preferred; disengaged February 25. Jones, 33 Gay Street, Bath.

A SSISTANT desires change; competent; good all-round experience; Dispensing, Photography, Counter; present situation seven years; unregistered; married; age 30. "Pipeline," 262/34, Office of this Paper.

A SSISTANT, unqualified, excellent all-round London and provincial experience, desires permanency immediately. Taylor, 78 Brook Street, Kennington, S.E.11.

A SSISTANT; 22; accurate Dispenser, Counter experience, gained with good firms; highly recommended. Watson, 15 Granville Road, Harrogate.

A SSISTANT, male, 24½, passed Part I, 8 years' experience in all branches of Pharmacy, desires post, preferably near a College of Pharmacy, with facilities for part-time or evening studies there. C. Raddats, "Moseley," St. Fabian's Drive, Chelmsford, Essex.

A SSISTANT; 25; College trained; 9 years' experience, all branches; excellent references. "Dispenser," 74 Elgin Avenue, Malda Vale, W.9.

A SSISTANT, unqualified, tall, aged 23, desires permanent post in London or suburbs in well-established firm; experienced in brisk Counter trade and Dispensing. R. G. D'cath, "St. Elmo," Mill Lane, Chadwell Heath, Essex.

A SSISTANT; referred subject Part II; 3 years' experience; capable; take charge; Midlands or North preferred. Barnes, Dalnongate, Ulverston.

A SSISTANT, 49, experienced, active right-hand man, desires permanency; abstainer; married; disengaged; town or provinces. "Aspirin," 6 Vernon Terrace, Brighton.

A SSISTANT (lady) requires post; 6 years' experience, Dispensing and Counter; Kent preferred, not essential. Miss Smart, 44 The Chase, Greenhithe, Kent.

A SSISTANT; experienced Dispenser, Counter, Salesman; good references; mid-aged; single; unqualified. "Statin," c/o Miss Drewery, Kingsbridge House, Bracebridge, Lincoln.

A SSISTANT, or Manager, Drug Store; middle-age; excellent and undeniable references; unregistered; good Prescriber and Dispenser; thoroughly reliable; permanency. "Dispenser," 4 Manor Road, Chelmsford.

BRANCH Manager; qualified—and by a 15 years' successful record (provincial and London); satisfaction assured; married; disengaged when suited; locality optional. "Adv. J.," 312 St. Ann's Road, London, N.15.

BRISTOL.—Unqualified Lady Dispenser desires part time; Doctor or Chemist. 265/29, Office of this Paper.

BUYER and Manager; qualified; 30 years' experience as such in London (West-End), Southampton, Bristol, etc.; good references; disengaged after February 4, or could arrange immediately. 265/8, Office of this Paper.

CHEMIST-OPTICIAN, free end of month, requires Managership good-class business; London only. "Optician," 4 St. Andrew's Mansions, Lower Clapton Road, E.5.

DISPENSER (male) urgently requires berth with Doctor. "Medicus," 12 Pergum Street, Treaslaw, Glam.

DON'T let that branch worry you—I'll manage it and give you satisfaction; age 30; excellent London experience, Dispensing, Photography, Window-dressing, with Salesmanship a speciality; sole charge last five years; outdoor; London or suburbs; disengaged now. Apply 264/6, Office of this Paper.

EXPERIENCED Manager, qualified, good references, Optic, Photo, single, Welsh, desires change. 262/35, Office of this Paper.

EXPERIENCED Assistant; over 15 years' London experience; Dispensing, Counter, Windows, Prescribing; trustworthy. Harries, 262 South Lambeth Road, S.W.8.

EXPERT Photographic Manager, with unique advertising abilities, experienced in portraiture, printing, developing, toning, copying, enlarging, retouching and finishing in oils, seeks engagement with enterprising Chemist engaged in D. & P. work; advertiser to have full control and display for novel enlargement scheme. 262/22, Office of this Paper.

JUNIOR Assistant; 20; 5 ft. 9 in.; good Counterman and Window-dresser; highly recommended. Owen, "Tynllan," Bottwnog, Pwllheli.

JUNIOR; 20; good appearance and address; 4½ years' good experience; Dispensing, Counter, Window and Photography; passed Part I; undeniable references. Apply "Radix," c/o Bass & Wilford, Chemists, Nottingham.

JUNIOR desires post until September; three years' apprenticeship in busy London district; Dispensing and Counter; tall; good reference; S.W. or W. London preferred. Apply 263/31, Office of this Paper.

JUNIOR, 20, tall, three years' apprenticeship, good training in all branches, excellent reference, requires post for seven months prior to commencing college; London, W. or S.W., or near. Osborne, 276 Nelson Road, Whitton, Twickenham.

LADY Dispenser, young (Hall), desires post, Doctor, Hospital, S.W.6. Dispensary. "S. S.," 10 Ranelagh Mansions, Hurlingham, S.W.6.

LADY Dispenser (Hall) requires post; 7 years' Hospital experience, 2 years Doctors; Hospital, Doctor or Locum work; typewriting. Miss Brothers, c/o Mrs. Gray, Stamford Road, West Bridgford, Nottingham.

LADY Assistant, 24, desires post as Counterhand; knowledge of Photography; S.E. preferred, not essential; excellent references; good worker and reliable; disengaged. "E. B.," 76 Abbeyfield Road, S.E.16.

LADY Assistant; good experience; Window-dressing, Photographics; disengaged now; temporary or permanent. Davis, 2 Sheen Gate Mansions, E. Sheen, S.W.14.

LADY, qualified, desires post, preferably London or North England; good experience Dispensing, Counter and Photography. 261/24, Office of this Paper.

LIVERPOOL or Lancashire District.—Qualified; Assistant, Manager or Locum; aged 33; good all-round experience. London and provinces; private and company Chemists; apprenticeship served with Thompson & Capper, Ltd. A. L. Faulkner, c/o Harold Lomax, M.P.S., 43 Edge Lane, Liverpool.

LOCUM; disengaged; thoroughly competent; obliging; experienced; town or country; any period; terms moderate. "Chemicus," 239 Camberwell New Road, S.E.5.

MANAGER, 35, qualified, tall, energetic, and experienced in Prescribing, Buying, Photography, etc., desires position, London area; living accommodation essential; quick cash trade preferred; terms, £5, house and commission; free one month after engagement. Apply 262/20, Office of this Paper.

MANCHESTER or District.—Lady, qualified, seeks post; whole or part time; Dispensing and Counter; capable manage branch. 262/26, Office of this Paper.

MANAGER, qualified, age 36, 12 years' managerial experience in West-End, seeks responsible position; disengaged 30th inst. 92/9, Office of this Paper.

MANAGER or Assistant; qualified; best experience, Counter, Dispensing, Photography; now disengaged. 265/13, Office of this Paper.

M.P.S. (25) desires post as Branch Manager; good experience; Midlands preferred. 265/3, Office of this Paper.

M.P.S.: tall; excellent experience and references; accustomed responsibility; buying; staff control; as Manager or Assistant, or post showing scope for ambition; Newcastle or near preferred. 262/38, Office of this Paper.

M.P.S. (lady) requires post in Birmingham or London; good all-round experience; capable of taking full charge. 265/14, Office of this Paper.

M.P.S., F.S.M.C., with high-class West-End and provincial experience, requires post, in or near London, as Manager or Senior Assistant; interview preferred. "Pharmacist," 265/34, Office of this Paper.

M.P.S., 22, 5 ft. 10 in., desires post; London preferred; 5 years' all-round experience, London and provincial. 265/29, Office of this Paper.

M.P.S.I.: 35; abstainer; open to engagement; London or suburbs; part time or full time. "Pharmacist," c/o Mr. Tochatti, 7 Westbourne Square, W.2.

QUALIFIED; 24; height 6 ft.; good appearance; West-End experience; excellent references; West-End, Continent, or seaside resort preferred. Write J. H. Walker, 35 Farrier Road, N.8.

QUALIFIED, 36, married, experienced Manager, desires change; excellent references; South of England or London (near) preferred. 259/24, Office of this Paper.

QUALIFIED, 22, tall, smart, energetic, requires permanency in good class; good all-round experience, with knowledge of Photography; can commence any time. Jones, c/o Meyler's Pharmacy, Fishguard.

QUALIFIED, 50, seeks post as Manager; abstainer; highest references; used to buying and control; last post over six years. "Chemist," 12 St. Joseph's Road, Ward End, Birmingham.

QUALIFIED, young, energetic, requires position of trust; Leicester or Midlands preferred, not essential; good references. F. G. Butlin, c/o 76 Ivor Road, Sparkhill, Birmingham.

QUALIFIED; 23; tall; good-class, all-round experience; practical experience in Photography; excellent references; capable of taking charge; disengaged. Apply Stanley, 80 Uphill Park Road, Weston-super-Mare.

QUALIFIED; young; Welsh speaking; highest references; town or country; disengaged. Thomas, "Tymawr," Bodelern, Anglesey.

QUALIFIED, 42, married, desires situation as Manager; good all-round experience; disengaged. Milne, 29a Telferscot Road, Balham.

QUALIFIED; disengaged; 10 years' experience as Manager; Senior; good references. Dnlpher, Chemist, 45 Redding Road, Eastville, Bristol.

QUALIFIED Manager, eminently capable and trustworthy and of wide experience, would entertain progressive Partnership in suitable business; South Coast town preferred; highest references. 264/39, Office of this Paper.

QUALIFIED Manager; first-class experience and references; disengaged; Locum till suited. "Cinchona," 264/10, Office of this Paper.

QUALIFIED, age 27, single, desires post as Manager or Assistant; 12 years' all-round experience; capable Dispenser. 264/4, Office of this Paper.

NATIONAL ASSOCIATION OF WOMEN PHARMACISTS.

THE National Association of Women Pharmacists has a number of qualified women on the books ready for immediate work, temporary or permanent, in Retail Pharmacy or Hospital Dispensaries. Write Employment Secretary, 23 Ferndene Road, S.E.24, or 'phone Brixton 4912.

TRAVELLER.—Gentleman, aged 48, life-long Retail experience, invalided from service, is compelled to seek outdoor work. Will any firm of repute give ground to work? Payment by results, but small salary and out-of-pocket expenses essential; energetic and capable, with excellent references; London and/or Midlands. 264/23, Office of this Paper.

UNQUALIFIED lady Dispenser, 24, well trained, good Dispensing experience, knowledge of Book-keeping, seeks position with Doctor; country town preferred, not essential; interview. Price, "Newhouse," Marden, Hereford.

UNQUALIFIED Assistant, 5½ years' experience, Dispensing, Counter, Photography, Windows, desires post. J. Broughton, 3 Dover Crescent, Folkestone Street, Hull.

UNQUALIFIED; 35 years' all-round experience, including Shipping; capable taking charge; disengaged; Monmouthshire or Glamorganshire. 265/4, Office of this Paper.

WITH view to succession, position as Manager, Assistant, Partner; qualified; 25 years' experience. "S. H. M.," 11 Norton Road, Hove, Brighton.

WHOLESALE.

ANALYTICAL Chemist desires post; good experience, Essential Oils, Fats, B.P. Assays, etc. 264/21, Office of this Paper.

EX-SERVICE MAN.—Will any Chemist or Wholesale House offer outdoor employment to smart Salesman on advertising staff or as Representative; 36; married; excellent references; disengaged. Gaisford, 465 High Road, Wood Green, N.22.

FOR LABEL AND GENERAL PRINTING

Apply to

ROBERTS & NEWTON

Note New

DOMINION HOUSE,

Address:

BARTHOLOMEW CLOSE,

LONDON, E.C.1.

Telephone: City 1631.

ESTABD. 1889

K EEN, energetic young man, has represented, desires post with Wholesale House; four years with premier French Perfumer; fully experienced for inside, but travelling preferred; can drive car; speaks French. "W. H. S." 15 Mounery Road, N.19.

P HARMACEUTICAL Chemist, "Square" trained, ex-officer, with unique all-round experience, including Medical Propaganda, Sales, Works and General Management, seeks suitable position with Manufacturing Firm; highest credentials. 262/17, Office of this Paper.

R EPRESENTATIVE; good London and country connection; shortly disengaged; fully experienced, all Sundries, Drugs, etc.; highest references; salary, commission and expenses. Write Steward, 125 South End Close, Hampstead Heath.

R EPRESENTATIVE (28), handling nationally-known products for a good House, desires improvement, or would consider superior side-lines; first-class connection, covering Chemists, high-class Grocers, etc., in four northern counties. 261/19, Office of this Paper.

R EPRESENTATIVE, established connection in Lancashire and Yorkshire, Wholesale and Retail, open for commission line on Proprietaries. 263/21, Office of this Paper.

R EPRESENTATIVE, with good connection amongst Chemists, London and S.E. Counties, desires permanent engagement with well-established House; Drugs, Perfumery, Soap, etc.; own car. 263/25, Office of this Paper.

R EPRESENTATIVE, 15 years' selling experience, leading London Houses, open for engagement with firm of repute that offers permanency; own car available; first-class references. 265/26, Office of this Paper.

R EQUIRED, a position with a reputable firm of Manufacturing Chemists. Advertiser has 7 years' experience with the following: The manufacture of Esters and Extracts, Distillation of Essential Oils (by vacuum, gas and steam) and testing same, construction and maintenance of vacuum pumps and plant, etc., and emulsification work; age 24. P.C.B. 91/21, Office of this Paper.

W ELL-EDUCATED Representative, with London connection, 14 years' experience Proprietaries, Specialities, Drugs, wishes represent well-known House; salary, expenses; 33, married; resident London; car knowledge; highest references. "Energetic," 265/35, Office of this Paper.

Y OUNG Man, qualified, keen, would like post with good Wholesale House, if possible with view to representing them; Leicester or Midlands preferred. F. G. Butlin, c/o 76 Ivor Road, Sparkhill, Birmingham.

FOR SALE.

O FFERS wanted for 1-plate "Princess" Stand Camera, complete with inst. shutter, lenses, tripod, six double dark slides, with 1-plate adapters, in leather cases; property of late S. W. Woolley (Editor C. & D.). Write "Executor," 21/1, Office of this Paper.

14-GUINEA Underwood Portable Typewriter, in new condition; 11 guineas, or reasonable offer. "M.P.S." 3 Portland Place, Gosport.

MISCELLANEOUS.

C HEMISTS' FITTINGS.—Druggistings, Wallcases, Counter Cases, Salesman's Cases, Dispensing Screens, Serving Counters, Perfume Cases, Counter Drawers at low prices. Before you decide send to **GEORGE COOK**, Chemists' Fitter, 27 Macclesfield Street, City Road, E.C.1.

All Unqualified Assistants, Dispensers and Apprentices should join at once

THE NATIONAL UNION OF DRUG & CHEMICAL WORKERS (Incorporating the National Association of Chemists' Assistants)

BENEFITS: Trade Protection—Legal Aid—Unemployment Benefit—Free Use of Employment Bureau

Write for particulars:—**ARTHUR J. GILLIAN**, Gen. Sec.
149 Newington Causeway, LONDON, S.E.1

C OMPLETE Set of Shopfittings of modern Pharmacy for immediate Disposal; all in first-class condition, including Dispensing Drawers, Shoprounds, Bow-fronted Mahogany Counter, Glass Showcases, Mirrors; also two National Cash Registers, nearly new; offers, whole or part, before Monday, January 30. **NEATHERCOAT**, Chemist, 60 Denmark Hill, S.E.5.

E BERG, LTD., have a large variety of Plate-glass Counters, Silent Salesmen, 6 ft. 6 in. x 2 ft. x 2 ft., bow and flat fronts, glass-fronted Counters, Perfumery Case and Desks, Wall Cases, Counter Cases, Junior Salesmen, 3 ft. x 2 ft. x 2 ft., Centre Cases, 6 ft. 6 in. x 3 ft. x 2 ft., Drawers, Mirrors, Glass Shelves, 356 Old Street, E.C.1.

E XCEPTIONAL Opportunity.—An excellent 6-ft. Mahogany Dispensing Screen, a Mahogany Facia and Frame, 15 ft. x 3 ft., adaptable to any shop; magnificent 18-ft. ronn Wallfitting with sliding glass doors, adjustable glass shelves and mirror back for upper part, drawers and lockers under, by Pollards; also Shoprounds, etc. Apply **SOUTHONS**, 5 Leadenhall Street, E.C.3. 'Phone: Avenue 8400.

S ECOND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right, and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, **RUDDUCK & CO.**, 219 Old Street, London, E.C.1.

£63.—**MAHOGANY FIXTURES** suitable for small branch shop: 10 ft. Drug Run, Showcase, centre and shelving in top part, open shelving and cupboards in bottom part; 6 ft. Wallcase, 7 ft. 10 in. high in two parts; 6 ft. glass-fronted Counter; Perfume Case and Desk; 5 ft. Dispensing Screen; Mahogany Check Till. **FARLEY'S**, 227 Old Street, London, E.C.1.

£110.—**SET OF MAHOGANY FITTINGS:** 6 ft. Dispensing Screen, mirror centre and showcases, with counter and shelves at back; 6 ft. Wall Case in two heights; 12 ft. Drug Fitting with showcase over; 10 ft. Counter with glass cases in front; Perfume Case and Desk; bent plate-glass Counter Case; two nests of Counter Drawers; Check Till. Sketches and particulars free on application. **PERCY R. E. JOSEPHS**, 68 Old Street, and 125 Lever Street, London, E.C.1. 'Phone: Clerkenwell 0929 (3 lines).

£110.—**COMPLETE SET OF FITTINGS**, ready for showcases above, 6 ft. Sundries Fitting, 5 ft. 6 in. Stock Fixture, 8 ft. glass-fronted Counter, Counter Drawers, 6 ft. very handsome Dispensing Screen, 6 ft. bent plate-glass Counter Showcase. Call and view, or sketches sent on application. **PHILIP JOSEPHS & SONS, LTD.**, 90 and 92 St. John Street, Clerkenwell, London, E.C.1.

RADIUM REFINERS.

W ILLIAM DEMPSTER & SON, LTD., Loch Lomond Radium Works, Balloch, Dumbartonshire, are purchasers of Ores, Concentrates, Old Applicators, Residues, etc.

EXCHANGE COLUMN.

FOR DISPOSAL.

WILL EXCHANGE 40 boxes Wrights' Coal Tar Toilet Soap for 24 boxes bath size. Senior, Bonfont-on-the-Water.
FOR SALE, in Sussex.—Kodak Projector Printer, 1923; Butcher's Twin Printer; Butcher's Rotary Print Dryer, gas; two Stoneware Tanks; £40 the lot. 266/32, Office of this Paper.

WANTED.

COUNTER, glass-fronted, drawers at back, including two for slip labels; 8 ft. 6 in. Mason, Norfolk Street, Cambridge.
A PAIR of pear-shaped Carboys, with stoppers, about 21 in. high by 12 in. at widest part; or single carboy. Particulars please to **Ridley**, Chemist, Teuterdun, Kent.
WANTED IMMEDIATELY, Pair Swan-neck Carboys for shop window; height 24 in., or nearest. 120/185, Office of this Paper.
WEDGE-SHAPE PESSARY MOULD; Microscope, cheap; Martindale's Pharmacopœia (recent); Lothian's Volumetric Analysis; Lowson's Botany (recent). **Ferrier**, Pharmacist, Falkirk.
GOWER, Chemists' Bookseller, 41 Voltaire Road, Clapham, wants Pharmaceutical Books, including Pharmaceutical Formulas, B.P.C., P.J.F., Optical Books.

1st PRIZE

**MORRIS
OXFORD
SALOON
CAR**

FREE TO USERS OF
**WRIGHT'S
COAL TAR
SOAP**

**£125
IN
CASH
PRIZES
No
Entrance
Fee**

The Proprietors of Wright's Coal Tar Soap offer the following prizes for the first 46 correct solutions of the Crossword Puzzle opened after the closing date.

FIRST PRIZE**VALUE £250****MORRIS OXFORD 4-DOOR SALOON CAR, 14/28 H.P.**

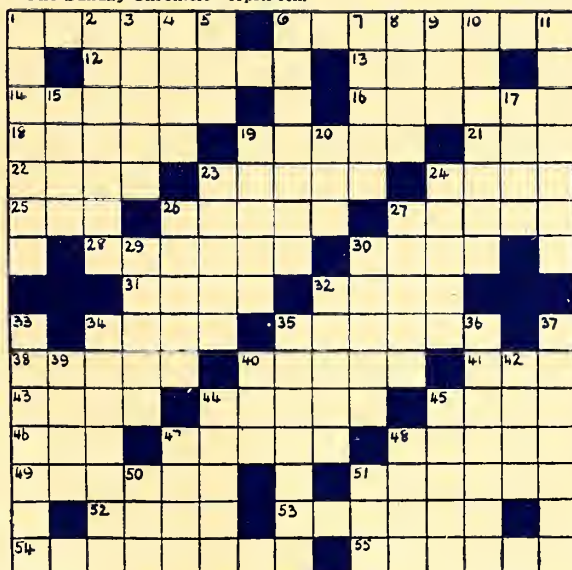
Four-wheel Brakes, upholstered in real leather, full equipment, ready for the road. Taxed and insured to end of 1928.

In the event of the car being won by a foreign or colonial competitor it will be insured, packed and put on steamer free of charge

20 PRIZES of £5 each 25 PRIZES of £1 each

Solutions must be accompanied by three outside printed wrappers from tablets of Wright's Coal Tar Soap and the envelope marked "Crosswords," Wright's Coal Tar Soap, 44/50 Southwark Street, London, S.E.1, to reach this address not later than March 31st. It is suggested to Colonial readers to forward their replies as quickly as possible.

In all cases the decision of the Proprietors of Wright's Coal Tar Soap must be accepted as final and no correspondence can be entertained. Results will be announced in the "Daily Mail" April 9th and "The Sunday Chronicle" April 8th.

**Clues: ACROSS**

1. Medical adviser.
6. Wright's Coal Tar Soap makes complexion like this.
12. Gnawing animal.
13. Cry.
14. Manifested.
16. Tempt.
18. Evergreen trees.
19. Brisk.
21. Bread and milk.
22. Ill.
23. Indoor game.
24. Wright's is right.
25. Shelter.
26. Blessings.
27. Large spoon.
28. Scrubs clean.
30. Broad.
31. Uncommon.
32. Wise men of the East.
34. Removed by Wright's Coal Tar Shampoo Powder.
35. Produced by Wright's Coal Tar Shampoo Powder.
38. Lift.
40. Article of faith.
41. Open.
43. Part of church.
44. Large washing basin.
45. Smallest buys a Wright's Coal Tar Shampoo Powder.
46. Insane.
47. Dried ready for wear.
48. Boxed.
49. Not seen on bobbed heads.
51. Given to hair by Wright's Coal Tar Shampoo.
52. Image.
53. Card game.
54. Well-kept hair is this to a woman.
55. Writers.

DOWN

1. Drives away.
2. Intimate companions.
3. Used after washing with Wright's Coal Tar Soap
4. Songs of praise.
5. Colour.
6. Parts of a flower.
7. Debtors.
8. Portable dwelling.
9. Allow.
10. Incident.
11. Trod.
15. Bees' home.
17. The best soap.
19. Beach.
20. Animal.
23. Woo.
24. Girl's name.
26. Bag.
27. Kindle.
29. Small bottle.
30. Necessary with Wright's Coal Tar Soap.
32. Provided with abundant neck hair.
33. Hair toilet.
34. Scorn.
35. Young hare.
36. Cock-a-doodle-doo.
37. Repairers.
39. Gem.
40. See 17 down.
42. Landing stage.
44. Kind of thread.
45. Hindoo rank.
47. Tiny particle.
48. Natural hair ornament.
50. Girl's name.
51. Resinous substance.

This widely advertised Competition will increase your Sales. A supply of entrance forms for your counter will be sent on request.

WRIGHT, LAYMAN & UMNEY, Ltd., SOUTHWARK, S.E.1

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TINS OF 24

SHOW OUTERS OF 12



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STIMULATING, SOOTHING, ANTISEPTIC

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IODISED THROAT LOZENGES

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PASTE-MADE LOZENGES IN HANDSOME VIOLET AND PRIMROSE ENAMELLED TINS OF 24.

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1 doz. 4/6; gross lots 4/3 per doz.; 3 gross lots 4/- per doz.

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